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THE Publishers' Weekly

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VOL. CII.

NEW YORK, SEPTEMBER 9, 1922

No. 11

THE ISLAND GOD FORGOT

By Charles B. Stilson and Charles Beahan

There dances
through this
story a girl
of fiery, im-
petuous spirit



There plots
a woman, a
villain of a
new dye, of
real flesh and
blood.

"Tales" have returned. *The Island God Forgot* will prove that they have.

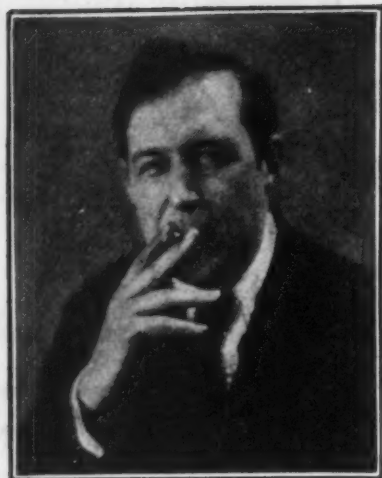
It is a yarn of mutiny, piracy, sunken treasure, Far-Eastern ports, racing air-planes, sporting "aces," and romantic love.

What's more, the characters are real people.

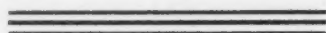
\$1.90

HENRY HOLT AND CO. NEW YORK

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Heywood Broun, brilliant writer, critic and humorist—there are few authors in America better known. The announcement of his first novel is an event of widespread interest. Mr. Broun has written a strong story of the modern American life.

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OF LIVING**

New York G. P. PUTNAM'S SONS London

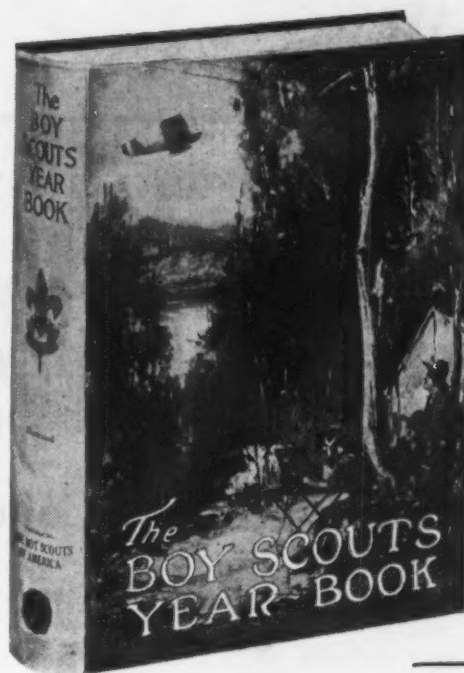
The Appleton Books for Boys

THE BOY SCOUTS YEAR BOOK

Edited by F. K. MATHIEWS

This annual book is three times the size of the ordinary juvenile. In it the boys find a prize possession, including the best of stories of all kinds, the most interesting articles on nature and other timely subjects, and invaluable practical hints on their mechanical interests. Fact and fiction, humor, information, and splendid pictures!

\$2.50



Coxswain of the Eight

By RALPH HENRY BARBOUR

Barbour tells a story full of the vigor and thrills of school boating.

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By ELMER RUSSELL GREGOR

Another of this author's popular tales of what a young Indian war chief's life was really like.

\$1.75

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By EDWARD EDSON LEE

A professional advertising man has built a lad's experiences in advertising into a mighty interesting story.

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By WILLIAM HEYLIGER

A splendid story of how some American boys found their answer to the industrial problem. By the author of "High Benton."

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By EARL REED SILVERS

Boys will delight in the reality of this story of high school days.

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By EVERETT T. TOMLINSON

Tomlinson tells a characteristic story of Revolutionary days, centering around picturesque Mad Anthony Wayne.

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Four books, each a separate story, that combine the radio—magic word of the hour—with the thrilling adventures of two boys. Each \$1.75. The set of four in a box, \$7.00.

D. APPLETON AND COMPANY, PUBLISHERS 35 West 32nd Street
New York City



ASSORTED CHOCOLATES

By Octavus Roy Cohen

\$2.00

Take Yo' Doors Offen the Hinges

an' git yo'self ready for the grand rush. How come? Nothin' at all 'ceptin on'y that Mistuh Cohen has went an' writ a book what makes sellin' watermelon in Birmingham at nothin' a slice look like a hard job!

The Birmingham Watermelon says, "What we predic's for this here 'Assorted Chocolates' is that our literary editor is gwine lose his job. He ain't done a lick of work sence he snagged that book—which same he stole offen us—dawg-gone him."

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By George Barr McCutcheon

Mr. McCutcheon has found great romance in a turbulent outpost of pioneer Indiana. This is an epic of the early settlers on the Wabash. \$2.00

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Explained, Interpreted and Simplified

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Publishers Since 1839. NEW YORK

You

Are Interested in

Sellers!

Here are a few stand-out items from the Rei-Lee fall list that have reached the "best-seller" stage.

The Shorn Lamb—*Fiction*

Published Aug. 1—First printing sold out in 10 days. Second printing ready Aug. 28. Of the author's three earlier books, "Billy and the Major," "Miss Minerva's Baby" and "Mammy's White Folks," over 250,000 copies have been sold.

In "The Shorn Lamb" Mrs. Sampson has written a most alluring romance of Old Virginia and the new South, with some corking characterizations. A bright, fresh, humorous and *clean* book. Striking jacket in colors. \$1.75 net.

All That Matters—*Poetry*

First printing oversold six weeks before publication, Aug. 1. Second printing ready. Third edition in press.

This is the *first illustrated* book by Edgar A. Guest, the "best selling" poet of all time. 21 full-page pictures by such artists as Benda, Bower, Leyendecker, Yohn, Emrich and Robt. E. Johnston. An ideal gift book. Jacket in four colors; extra cloth, \$2.50 net.

Kabumpo in Oz—*Juvenile*

The new 1922 Oz book. Kabumpo is an Elegant Elephant and the account of his adventures makes the merriest and most amusing Oz story ever written. Wonderful pictures—over 100—12 in color— by John R. Neill. Uniform with the 14 previous Oz books. \$1.75 net.



WHAT AMERICA'S GREAT NEWSPAPERS SAID OF

THIS FREEDOM

Mr. Hutchinson Follows "If Winter Comes" with a Stronger Novel

This Freedom, by A. S. M. Hutchinson; Little, Brown & Co.

Today finds "This Freedom" in the windows and on the handiest counters of the book stores from the Atlantic to the Pacific. Its welcome, thanks to the great success of "If Winter Comes," is heartier and more general than any other novel has received in recent years.

Is all this warranted by the novel itself, or is it the echo of Mr. Hutchinson's triumph with his earlier novel and the result of organized publicity? We believe it is well warranted, and that "This Freedom," standing on its own feet, deserves to be rated as the novel of the year. Had Mr. Hutchinson never before been heard of he could not have escaped fame with this book in the hands of the public. Many novelists can write a good first novel, few indeed can write a novel that has the high qualities of "If Winter Comes," and fewer could follow it with one that has the tremendous power of "This Freedom."

John Clair Minot in The Boston Herald

MR. HUTCHINSON'S newest book is announced as being more important than "If Winter Comes." I fancy it is.

It is a problem novel, and the problem is one much argued to-day. As the jacket puts it, "Can a married woman have a business career and still do her duty by her husband and children?" Much more "important," as you see, than any problem suggested by his novel of a year ago. It has the great merit of staging a situation that we all know to be vital. He has done a great service in utilizing his immense popularity to stimulate reflection on an important subject. Agreeing with him or not agreeing with him is quite beside the point. The book is more significant than "If Winter Comes."

Katharine Fullerton Grould in The New York Times.

THIS FREEDOM. By A. S. M. Hutchinson. (Boston: Little, Brown & Co.)

THIS volume is destined to be the season's chief bone of contention, the most hotly challenged and debated, quarreled over, wrangled over, praised and exalted for its farsighted wisdom and splendid courage, denounced and flayed for its blindness, its bigotry its deliberate falsification of life.


The sheer craftsmanship of this book, the rich and varied artistry of its development, lift the author forthwith from the class of interesting contemporary novelists into the foremost rank of English fiction. It contains scores of incidents and episodes that are little miracles of narration, haunting and inimitable.

There are few novels in which the characters so grip the reader's heartstrings that, knowing they are headed toward disaster, he comes to dread the turn of each page, fearing what will meet his eye. To have achieved precisely this effect constitutes one of the chief claims of "This Freedom" to an enduring place among the novels of real importance.

Frederic Taber Cooper in The New York Herald

"This Freedom" is a great story and worthy successor of "If Winter Comes." Personally I do not think the latter Mr. Hutchinson's best story. I give "The Clean Heart" first place. But "This Freedom" is going to raise a whole lot of argument and will do a deal of good. Just one word more. Mr. Hutchinson, of course, writes beautifully. He is reminiscent of both Dickens and Carlyle. He has some of Dickens' finest qualities, but also his vices. His constant repetitions in "This Freedom" are unnecessary and tiresome. His rhapsodies are Carlylean. His characters are Dickensian. Can one say more? W. O. T.

W. Orton Tewson in The Philadelphia Public Ledger

 THE BEST SELLER OF THE FALL

THE OUTSTANDING NOVEL OF THE YEAR

NOT the dearest critic of A S M Hutchinson can accuse this author of being a repeater. His every new book is something different. Especially is this fact evident in the case of his "This Freedom."

We make no pretense of being a prophet of best-sellers. We have no intention of trying to say how far "This Freedom" should go in the book markets. To us the new story appears to be a far more consistent piece of work than was "If Winter Comes," and to possess, in addition to a cumulative interest, the value of an earnest and intensely practical thoughtfulness. Mr Hutchinson meets our definition of an author who is really called to the writing.

E. W. Osborn in The
New York World

A tremendous task was that undertaken by Mr. Hutchinson, but he was more than master of it. The theme was a mighty one, but the author never allowed it to escape him, and his story in consequence is a keen and searching adventure into a realm of psychology that few have had the courage to essay.

For skilful craftsmanship, beauty of style, character revelation and analytical ingenuity, "This Freedom" is one of the most notable creations in the field of fiction of the decade. The novel deserves a place high among the important documents which should stand as posts to mark the progress of the world to a better understanding of itself, to a more profound conviction of its obligations.

Mr Hutchinson has here an amazing novel, powerful in its sweep and an interpretation of life as mighty as an epic.

P. A. Kinsley in The
Philadelphia Record

THIS FREEDOM

By

A. S. M. HUTCHINSON

Author of "If Winter Comes," etc.

"This Freedom"—The Logical Successor to "If Winter Comes."

"THIS FREEDOM"—the very title of the new Hutchinson book is a challenge. It needs must be a challenge—the book which follows such a phenomenal success as "If Winter Comes" had. The curiosity of the multitudes this fall will be centered on "This Freedom."

And will the public like being reformed? It will, unless I am an even poorer guesser than I suspect, purr with delight. It will buy "This Freedom" in even greater numbers than it bought "If Winter Comes."

Every one is going to read it and talk about it, if only because it is a challenge.

Fanny Butcher in The Chicago Tribune

Boston, LITTLE, BROWN + COMPANY, Publishers

A BOOK FOR CHILDREN AND—FOR EVERYONE ELSE

The book dealer will confer a favor on every customer to whom he sells this book

NO EVENT OF SUCH IMPORTANCE IN THE BOOK WORLD HAS OCCURRED SINCE THE PUBLICATION OF "ALICE IN WONDERLAND."

This is no exaggeration. Read the book. You will agree with us.

Half a million copies sold in the original. Translated into seventeen languages

The Adventures of **MAYA THE BEE**

By WALDEMAR BONSELS

Illustrated with head and tail piece in black and white for each chapter and with four full-page colored illustrations by

HOMER BOSS

Maya was not a bee like other bees. From the very hour of her birth she made up her mind that she was not going to work and make honey, day in and day out. She would go out and see the world for herself and have adventures and experiences.

And she did. She had adventures in plenty, more, sometimes, than she liked. She met many different kinds of insects, learned many things about the way they lived and about the way they thought and felt. And she learned a little about human beings, also. She had such an interesting life that in reading about it in this book we can hardly catch our breath at times. We laugh and we cry, we are happy and we are sad. For Maya is not an ordinary bee. She is a great character and we begin to love her. And what happens to her is very important.

8vo \$2.50

Publication date postponed to October 2.

Two Important New Novels

ESCAPE

BY JEFFERY E. JEFFERY

author of "Side Issues"

The story of a woman who goes into business. She is *not* ruined. On the contrary.

Publication date September 26.

\$2.00

THE FRUIT OF THE TREE

BY HAMILTON FYFE

author of "The Widow's Cruse"

A novel of two types of women—the woman who seeks to avoid the burden of motherhood and the woman who is a natural mother. This interesting theme is developed with the insight and the fine humor that have made the author of THE WIDOW'S CRUSE a favorite.

\$2.00



THOMAS SELTZER

New York

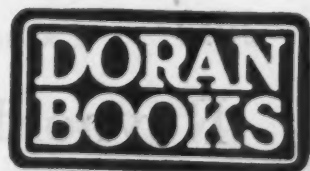
5 W. 50th St.



WHEN you hear the books of this autumn discussed you will always hear THE JUDGE spoken of. This novel by Rebecca West has its roots so deep down in common human experience that none who reads it can either forget or keep silent. That is what will count—and not, primarily, the fact of beautiful prose, an exquisite love story, a tragical tenderness in dealing with the figure of Ellen Melville. “Every mother is a judge who sentences the children for the sins of the father.” Such work as THE JUDGE is rare in any year and any language and any country.

Ready September 14.

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on Love, Marriage and Other Perils

with Introduction by

Irvin S. Cobb

In this volume, says Cobb, "he has flanked and enfiladed the bogusness of so many present-day issues, problems, and notables that one hesitates to pick a particular chapter as being better than the rest. One finds a way out of the dilemma by heartily commending the entire table of contents."

Like all other books published by us—Reynolds Atlas, *The Daily Dozen*, *Bare-Handed Selling* etc.—Uncle Henry will be widely advertised in various publications reaching nearly eight million readers a month.

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Liberal Discounts

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416 West 13th Street

New York

Next Thursday

Babbitt is published.

We believe it is a great novel.

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40 pages of the Publishers' Weekly

and will come under the eye of

15 to 20 million people.

Aside from magazines, display advertisements will appear in the newspapers of

New York

Los Angeles

Chicago

Kansas City

Detroit

Boston

St. Louis

Philadelphia

San Francisco

Cleveland

As your first supply melts reorder by express or you will be

OUT.

**"BABBITT" by Sinclair Lewis, author of
"Main Street."**

Harcourt, Brace & Company, 1 W. 47th St., New York

FOURSQUARE

By Grace S. Richmond

In this book Mrs. Richmond has achieved success in a new field. She has given a picture—a lifelike and intensely interesting picture of a great and human teacher. She has built her novel on the foundation of all progress—education. As she made the profession of medicine human and revealing through the portrayal of human character in “Red Pepper Burns” and that of the ministry in “Red and Black,” so now she wins our interest in the trials and triumphs of a great teacher—Mark Fenn.

“Foursquare” will be advertised in the quality magazines—including *The Atlantic Monthly*, *The Bookman*, *The World's Work*, and the newspaper advertising will steadily continue country-wide throughout the fall season. If you are not already supplied—a card to our Trade Department will bring you imprinted, two-color “Foursquare” postcards and an attractive three-color window display.

Publication September 15th

Price, net, \$1.75

Doubleday, Page & Co.



Garden City, New York

RITA COVENTRY

By JULIAN STREET

ON SEPTEMBER 15th

A new novel by one of the first-rank authors in America will be published—*Rita Coventry*, by Julian Street, author of "Abroad at Home," "American Adventures," "Mysterious Japan."

FIVE DAYS LATER

a lot of husbands and wives will be doing a good deal of thinking and a good deal less talking about Parish's relations with Rita; a lot of bachelors will be watching their step; newspaper critics will be saying that this is "*not* the great American novel," but that it is an amazingly human picture of real people in a perfectly lifelike dilemma.

—and there isn't a flapper anywhere in it!

Price, net, \$1.75

DOUBLEDAY, PAGE & CO., Garden City, N. Y.

RITA COVENTRY

The Publishers' Weekly

THE AMERICAN BOOK TRADE JOURNAL

FOUNDED BY F. LEYPOLDT

September 9, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Price Levels English and American

DURING the past year's discussion on copyright and tariff, the question of American price levels on English books has often been mentioned, and a rather broad view of the average conditions is pertinent to future discussions on these subjects.

In the March-August number of the *Book Review Digest*, which lists books of importance to the library world, there are 260 titles of English authorship listed, on which the American and English prices are given. The total list price in this country is \$894.15, in England 3,165 s., exactly 28c. to the shilling. This average difference is less than many have estimated, and one-third of the books are lower in this country than in England. As public libraries can purchase in this country at discounts averaging about 20%, and, as the English trade does not recognize library discounts, this group of 260 books could be purchased in this country at a lower price than in London.

Books of English authorship come into this country in different ways. The majority of those that come to be published here are manufactured in this country, as is necessary to meet the demands if the market is at all active. On such books the American price seems almost invariably a close equivalent of the English. In fiction, for instance, the commonest English price today is 7s. 6d. with a number of titles 8s. 6d. The commonest American price is \$2 with a number of titles \$1.75. This means that the average of over 100 volumes of fiction would be almost an exact equivalent. Books of memoirs, biography and travel which promise good editions are also manufactured in this country.

Besides these, there are books on which no large market can be assured, and these are

brought into this country in two ways. If in sheets, the duty in the Custom House is 15% on the English cost, and the books are rebound in this country in the American cloth style, which is usually more attractive and more durable. In some cases where there is a very small sale in prospect, the books are brought over in the English cloth binding. In this case, owing to the unfortunate interpretation of the tariff administration laws, the duty is not based on the English cost but is 15% on the English wholesale price, or one-third off the English list price. This more than doubles the duty. In this case the publisher is at considerable disadvantage.

Prices both of English books in America and American books in England must sometimes be set according to what the different markets will bring. Sometimes a guinea book in England could find no market at all here at about \$6, and the English publisher, if he can see any profit, finally offers some at a very low price to induce some one to handle it at about \$4. The same is true of American books in England. Sometimes publishers have different conceptions of what the form of a book should be, and in this case the prices are of little value for comparison.

American publishers have many conditions that are quite different from those in England. All printing wages are very much higher. The average office salaries run about double, distances for the traveler are tremendously larger, while the discount to the retailer is at least 5% greater. His advantage to offset these increased expenses is that his market has greater possibilities, and, when the lucky book really reaches out to its possible market, the returns are more rapid and more profitable than in England.

Bibliographic Checklists

THE PUBLISHERS' WEEKLY begins in this issue one of its most important enterprises in the series of bibliographic checklists of American first editions, a series which will run thruout the coming year and which should prove of real importance to the American book-trade and to American collectors.

The editors will appreciate co-operation on the part of users of the list in making corrections and in suggesting authors whose names should be included.

Business Conditions

WITH the coal strike ending and the difficulties on the railroads apparently clearing up, the country is settling itself for active fall business, and, in spite of the discomforts that the coal strike is to bring, the progress in general fields of business is too apparent to be offset. If the book-trade had a good year in 1921 when other business was slack, it seems destined for a very active year when other lines are picking up. Reports from the travelers as to August business have been very encouraging, indeed, and many publishers report that last year's totals for the year are being eclipsed. With this condition the transportation problem for merchandise is increasingly important. From now on, coal will be given precedence on the railroads even over coach travel, and miscellaneous freight has got to take its turn.

It will take careful estimating and trained foresight to anticipate the needs of retail stores, but only by such care can the advantages of a good fall season be realized this year. Travelers who are urging such considerations to retailers are not making merely selfish suggestions. Whether bookstores can estimate rightly or not on all of the new titles, they can make good estimates on standard stock items and on books of proved worth, so that at least on the general stock the public can be served with reasonable promptness. The transportation problem is not an easy one to settle, and too much stock coming hastily by mail is a profit-eater for the bookseller.

Appreciative of Help

THE Year Round Bookselling Committee in getting its list ready for fall campaigns has been checking its mailing list and hearing from many dealers with regard to the material. Hardly a day goes by but some one hears about the posters and wants them to help in displays and book promotion.

A dealer wrote from Johnstown, N. Y.:

"The posters were found helpful immediately upon putting them in the window."

Another dealer writes:

"We appreciate your efforts in behalf of the retail bookseller, and want to be on the mailing list for posters and other mailing matter. We assure you that we will give prominent display to such matter."

Some dealers have found certain material more usable than others. A Philadelphia dealer in technical books writes for three or four more of the "Find It In Books" poster, which is particularly applicable to that business. Another bookseller explains that his store serves a varied clientele of American and foreign born and that the posters with their pictorial appeal are of great help in getting attention to his business. Another correspondent emphasizes the decorative value of the posters as permanent features in the book department, and there are many reports of individual posters that have become a permanent part of the fixtures in many stores.

The correspondence comes from almost every state in the Union and every type of city as well as from other countries. One of Canada's leading stores writes:

"We very much appreciate your efforts in behalf of bookselling, and would be glad to hear from you regarding all new promotion matter as issued."

The Chief Librarian at Croyden, England, who had asked for samples of the posters writes:

"It all strikes me as being excellent and effective and at the same time admirably restrained and in irreproachably good taste. Naturally, as a librarian, I hope these things will lead to a greater use of libraries, but all good readers are book buyers, and my experience proves that those people who use libraries are the people who most patronize the booksellers. Our interests, therefore, are quite mutual."

Powell Book in London Suit

THE British North Borneo Company, which holds a Royal charter to administer to the affairs of that territory, has brought into court in London a complaint against E. Alexander Powell's book, "Where Strange Trails Go Down," which Scribner, having issued here last year, had just put out on the English market. It complained that there were serious libels, and the defendant offered apologies and has withdrawn the book from sale in England. Mr. Powell had written that the North Borneo Company administered the powers granted it in a disgraceful way and allowed its planters to treat the natives badly and to exploit the territory for dividends.

H. G. Wells, M.P., will probably introduce some novel ideas in Parliament.—*Life*.

Building On Yesterday's Mistakes

A Few Pointers by a Man on the Buying Side of the Retail Book Counter to those on the Selling Side of it

By Michael Gross

"**E**ACH succeeding day should be the scholar of the one which preceeded it," said an ancient philosopher, and the advice is as sound at the present time as it was when uttered. Unless you can build on yesterday's errors—profit by the experience you gain from day to day—your progress up the hill of retail selling to the goal called Business Success will indeed be slow.

To illustrate the point, let us analyze a few every-day sales happenings that you will no doubt recognize as being familiar.

There was the lady who came into the store early yesterday morning. You were very busy at the time arranging in alphabetical order a batch of new books. We are willing to concede that five minutes after eight is rather early for a person to want to buy a book. But maybe there was an early train to be caught. Also it is well to remember that, in these parlous times, many merchants would prefer customers to walk into the store at midnight rather than not walk in at all.

Feeling annoyed at having been interrupted, you made the intruder wait until you gently patted all the "G" titles into their proper place. By that time the customer had become a little peeved on her own account and was impatiently tapping a coin on the counter. This action irritated you still further so that, instead of the cheerful "Good Morning" to which the prospective buyer was entitled you emitted a surly "What can I do for you?"

Your obvious resentment of her presence in the store had, naturally, made the customer feel there was nothing you could do for her. As a matter of fact, she had originally come in to do something for you—buy one of your books.

And so the sale was lost

Now, if out of that experience you gained the knowledge that no task you may be doing can possibly be more important than immediately going forward to wait on a customer who has just entered the door; if you learned that a buyer gets absolute "right of way" and takes precedence over everything else that may be engaging your attention at the time he appears on the scene, your employer will no doubt forgive you for the sale that was sacrificed to bring the lesson home to you.

Let us take a second instance. There was the old man who came in the other day—the one who said he could never get beyond the first ten pages of a Conrad book. Of course, you flew

gallantly to the defense of your best-beloved author and put up quite an argument to convince the venerable gentleman that he was all wrong. You quoted whole paragraphs out of "The Nigger" for his edification and successfully knocked down all his objections as fast as he hurled them at you. Finally you won the argument—won it hands down, without the shadow of a doubt. *But you lost the sale*, for the old gentleman, vexed at having his opinion so stubbornly opposed, went out in a huff without buying anything.

Did this experience teach you that the worst thing a sales-person can do is get into an argument with a customer over what is purely a matter of opinion? Did you learn by it that you may suggest, recommend, or even, on occasion, advise, the purchase of a certain title, but under no condition must you try to batter down the conviction your customer may have about any book or author. Always keep in mind the vital fact that you are behind the counter to sell books—not win intellectual battles.

And do you remember the young lady who came in late yesterday and asked for a copy of "Cytheria"? She pronounced the name as if it was spelled "Sigh-to-ra-a," but instead of handing her the book without any comment you felt it your sacred duty first to say: "You mean 'Cyth-e-rea,' don't you?"

Your correction of her pronunciation made the customer feel somewhat embarrassed, particularly in view of the fact that there were three or four young men standing within hearing distance, while it accomplished absolutely nothing toward making the sale. As a matter of fact, the uncalled-for query may prevent further sales altogether, for you may be sure that when this same purchaser wants another title, and is in doubt about the proper pronunciation, she will go to a store where her lapse is not commented upon by the person behind the counter.

Then there was the man who wanted to know whether a certain "best seller" that had been advertised as a story of California, dealt with the present time or an earlier period. You had to confess that you did not know. Naturally, the buyer felt disappointed at your answer. He had made a special trip to the one place where he thought he could surely get information about books—a bookstore—and the information was not forthcoming. Yet you could

so easily have posted yourself regarding the contents of this particular book, as well as any other for which a demand existed.

Every publisher is more than willing to send you full information regarding any title on his list. The various magazines devoted to books carry advertisements written especially to give those behind the counter of retail stores the main selling points of popular issues. The newspapers devote whole columns to describing the contents of the "best sellers." With this wealth of information at your command, are you going to lose another sale to-morrow because you are unable to answer a customer's query regarding a subject about which you are expected to have full knowledge?

And how about the sale you lost because you insisted on recommending a cook book that you thought was better than the one your customer asked for? Did this experience teach you that, unless you are asked for an opinion on a buyer's choice, it is best not to express any? There has been so much publicity given to the phrase:

"Beware of Substitutes," that, subconsciously, a customer is put on his guard when a salesperson suggests something else. Nor does it help any if the clerk behind the counter is certain that the article he is recommending is really far superior. The surer he is of this fact, and the more strongly he urges his own selection, the more suspicious does the buyer become that the clerk is trying to "put something over."

If you will get into the habit of analyzing carefully every sale you make or lose—and not rest satisfied until you have discovered the reason for either the victory or the defeat in each instance, it will not be long before you will find yourself profiting by your mistakes and embodying your successes into a definite sales plan. We all make mistakes but the successful person in any line of endeavor is the one who is constantly on guard not only to keep from making the same mistake twice but to force the one made to yield a valuable lesson for the future.

English Book-Trade News

(From Our London Correspondent)

PUBLISHING is more or less at a low ebb in summer. Those who are concerned with the making of books have either started for or soon will be on their vacation. It seems, in spite of efforts to the contrary, that the issuing of books is kept to the two old seasons, spring and autumn, with a fair sprinkling of fiction in the summer. Miss Dell's new novel, "Charles Rex," came out in August, but, of course, seasons may come and go, but they make not an atom of difference to this popular writer. Time was when publishers would have been horror-struck at the thought of publishing a serious book at that time of the year, but quite a number of important works are appearing just now, covering biography and travel, and they are getting a good deal of space in the papers.

Guedalla's "Second Empire" was issued only the other day by Constable and has achieved an immediate success. Everybody is reading it, which proves you may publish an important work in the middle of the summer, altho there is not much summer with us; it is mostly rain. But England is beautifully green.

"I can commend Mr. Philip Guedalla's new book, 'The Second Empire,'" says the London *Sunday Pictorial*, "the best thing of the kind since Lytton Strachey's 'Queen Victoria.' This brilliant study of Napoleon the Third is more fascinating than any novel."

Another important book to be published this week is "The Wonderland of the Eastern Congo," that is, the region of the snow-crowned volcanoes, the pygmies, the giant gorilla and the okapi. The author is T. Alexander Barns, and Sir Harry Johnston has written an introduction.

Here are some books which are doing well:

"The New Decameron," a collection of short stories.

"Da Silva's Widow," by Lucas Malet.

"The Altar Steps," by Compton Mackenzie.

"The Amazing Quest of Mr. Ernest Bliss," by E. Phillips Oppenheim.

"Some Things That Matter," by Lord Riddell.

"Irish and Other Memories," by Duc de Stacpoole.

"British History in the Nineteenth Century," by G. M. Trevelyan.

A new magazine, *The Golden Hind*, a *Quarterly Magazine of Art and Literature* will be published in October. The editors are Clifford Bax and Austin O. Spare, and the contributors will include T. Sturge Moore, Charles Shannon, Frank Brangwyn, Walter de la Mare, and W. H. Davies. Each number will contain, besides verse, essays woodcuts, etc., at least six auto-lithographs by contemporary artists. The price will be one guinea to subscribers, or six shillings a number. Chapman & Holt are the publishers.

AMERICAN FIRST EDITIONS

A Series of Bibliographic Check-Lists*

Edited by Merle Johnson and Frederick M. Hopkins

Number 1.

(NEWTON) BOOTH TARKINGTON, 1869—

Compiled by Henry C. Quinby

A SET of Tarkington as given comprises ten complete novels, three sets of "boy" stories combined into book arrangement, one collection of political yarns and six separate short stories in covers, and five plays. The key volume to the set is the correct "The Gentleman from Indiana." The Doubleday-Page (Garden City) books, from "Penrod" to "Alice Adams" were printed in succeeding editions without distinction; we leave it to future bibliographers to trace differences, if it be possible.

THE GENTLEMAN FROM INDIANA. *New York*, 1899.

Line 16, p. 245, reads "so pretty," later corrected to "her heart."

MONSIEUR BEAUCAIRE. *New York*, 1900.

Publisher's seal, page after text, 14 mm. high, 13 mm. in diameter.

THE TWO VANREVELS. *New York*, 1902.

500 copies, signed, with duplicate illustrations on "vellum," bound in white boards; 500 copies uncut in brown paper boards. Ordinary edition bound in green cloth.

CHERRY. *New York*, 1903.

IN THE ARENA. *New York*, 1905.

THE BEAUTIFUL LADY. *New York*, 1905.

THE CONQUEST OF CANAAN. *New York*, 1905.

HIS OWN PEOPLE. *New York*, 1907.

THE GUEST OF QUESNAY. *New York*, 1908.

THE MAN FROM HOME. *New York*, 1908.

Harry Leon Wilson, co-author.

BEASLEY'S CHRISTMAS PARTY. *New York*, 1909.

BEAUTY AND THE JACOBIN. *New York*, 1912.

H. M. at foot of copyright page.

THE FLIRT. *Garden City, New York*, 1913.

PENROD. *Garden City, New York*, 1914.

Without advertisements at end.

THE TURMOIL. *New York*, 1915.

A-P at foot of copyright page.

PENROD AND SAM. *Garden City, New York*, 1916.

THE OHIO LADY. *New York*, 1916.

Julian Street, co-author. 60 copies; printed for the authors.

SEVENTEEN. *New York*, 1916.

B-Q at foot of copyright page.

THE MAGNIFICENT AMBERSONS. *Garden City, New York*, 1918.

RAMSEY MILHOLLAND. *Garden City, New York*, 1919.

THE GIBSON UPRIGHT. *Garden City, New York*, 1919.

Harry Leon Wilson, co-author.

ALICE ADAMS. *Garden City*, 1921.

CLARENCE. *New York*, 1921.

Brown paper covers.

THE COUNTRY COUSIN. *New York*, 1921.

Julian Street, co-author. Brown paper covers

* Copyright, 1922, by R. R. Bowker Co.

GENTLE JULIA. *Garden City, N. Y.*, 1922.

"First edition" at foot of copyright page.

THE GHOST STORY. *Cincinnati*, 1922.

The following contain first printings in book form of Tarkington's work:

PRINCETON VERSE. *Buffalo*, 1904.

Contains three poems by Tarkington.

SHORT STORIES CLASSICS (American), Volume Five. *New York*, (1905).

Contains MRS. PROTHEROE, pp. 1479-1513.

CARMINA PRINCETONIA.

Contains PRINCETON DAYS, p. 108.

LORDS OF THE HOUSETOPS. *New York*, 1921.

Contains GYPSY, pp. 124-130.

DULCY. *New York*, 1921.

Contains A Prologue, pp. vii-xiii.

THE WORKS OF BOOTH TARKINGTON. Autograph Edition, Volume VIII, *Garden City, New York*, 1918.

Contains besides the first appearance in book form of HARLEQUIN and COLUMBINE, seven other short stories, reprinted from magazines.

Volume IX, 1918, contains three short stories not previously printed in book form, THE KISSES OF MARJORIE, MR. BROOKE, and LORD JERNINGHAM.

Other plays by Tarkington:

MR. ANTONIO, POLDEKIN, THE GHOST STORY and THE INTIMATE STRANGERS have been published in periodicals.

GETTING A POLISH, CAMEO KIRBY and UP FROM NOWHERE, all with Harry Leon Wilson, co-author, and THE WREN, altho produced, have never been printed.

WITH this number begins a series of check-lists of American first editions, which should be of great use to booksellers and collectors and form a working basis for an increased knowledge of the American literary material. Collecting, to be of constructive value and of real interest, must be based on as accurate information as possible, and such information on any large number of contemporary American authors has not previously been easily available.

The series will run continuously for a year, a tentative list of authors to be covered having been made out which will be printed as the data gradually is gathered together. The editors of the series are Merle Johnson, whose bibliography on Mark Twain has proved so valuable, and who published the bibliographical check-list of James Branch Cabell, and Frederick M. Hopkins, who has been well known for many years in connection with the rare book and auction business of New York and is the editor of the rare book pages of the PUBLISHERS' WEEKLY.

In compiling these, the editors are following the plan of asking the co-operation of well known collectors, especially those who have made some favorite author their especial hobby. These collectors have given to the lists the benefit of their comment and corrections, and will be given credit for their valued assistance. Henry C. Quinby is responsible for valuable help in the preparation of the Booth Tarkington list; and the list on Stephen Crane, which will be Number Two, has been compiled with the assistance of O. L. Griffith.

These check-lists are not intended to be substitutes for more elaborate bibliographies. The position is taken that in all collecting the most important things to gather together are the

principal books and that what is most needed is a brief list of these books with the places and the dates of publication. With such a list in hand, browsing among old bookshops becomes more interesting, and similarly such a list will save many books from being lost in the miscellaneous stocks of the second-hand dealer when he buys in libraries. Wherever collectors have found special marks necessary for the identification of a first edition, these will be included, such as the change on page 245 of "A Gentleman From Indiana." The editors will welcome letters from users of the lists who can add further details to the various items, as the material will probably ultimately be put into book form and all such corrections will help clarify the collector's working data. Miscellaneous material is put in smaller type at the bottom of the list, so as to leave the fullest emphasis for the individual bound books. All reference to sizes, shapes and bindings are omitted unless these points are needed to determine the first issue. The dates given would be the ones printed on the title pages, and, if the dates are printed in brackets, this will indicate that they are the dates on the copyright pages.

In the selecting of the authors to be included, attention will be directed toward those authors that are being most prominently collected to-day, so that the material may be of real importance to the trade. The interest in first editions has undoubtedly been on the steady increase in the last few years, and it is believed that the availability of more detailed information on American authors will direct more interest into this field. English bibliographies have been much more available, and information about American bibliographies ought to stimulate collecting.

Their Western Exposure

The Putnam Burlesquers Hit the Trail

ON September 9th a group of authors is staging an extended literary junket to the Pacific Northwest, the main object being the Round-Up at Pendleton, Oregon, the super-spectacle of roughriding and frontier day stunts. The host of the trip is George Palmer Putnam. The personnel includes, Wallace Irwin, Charles Hanson Towne, George S. Chappell (Dr. Walter E. Traprock), Ruth Hale, Hubbard Hutchinson, Walter Trumbell, and John Held, Jr., the illustrator. It is understood the trip is primarily a sort of coming-out party for "My Northern Exposure," the new Traprock book which is to be published on September 22nd, and for Charles Hanson Towne's novel "The Chain." Out in Oregon the party will be joined by Frederick O'Brien, who comes up from California, and by Charles Wellington Furlong, author of "Let 'er Buck." Mr. O'Brien expects to return with the literary junketers to New York and spend the winter here.

Elaborate preparations are being made for the entertainment of the party, which include a three day sight-seeing stopover at Yellowstone, and elaborate entertainment at Portland, Seattle and Tacoma. At Portland, John T. Hotchkiss of the J. K. Gill Co. is the leading spirit in planning for the reception of the Easterners. They have been asked to participate in the laying of the cornerstone of the new J. K. Gill Building, an event in which, Mr. Hotchkiss says, the editors of all the large Pacific Northwest newspapers will share, together with the itinerant authors. When Mr. Hotchkiss wired Dr. Traprock asking him if the party would lay the corner-stone, Traprock

replied: "While the fatu-liva bird in my 'Cruise of the Kawa' laid square eggs, I find that no member of the party ever laid a corner-stone. We are willing, however, to try anything once."



CHARLES HANSON TOWNE ROLLING HIS OWN

However, they declare emphatically that they won't try even once any of the bucking bronco stunts at the Pendleton Round-Up. "They are rough-writers, not rough-riders," said Mr. Putnam. "The Pendleton Round-Up slogan is 'Let Er Buck.' Our slogan is 'Let Er Book.'"

But when it comes to bucking, the sentiment of the rough-writers is summed up in the rhyme perpetrated by Walter Trumbell:

Traprock and Putnam, Hale, Irwin and Towne
Are off for the West, that land of renown,
And if placed upon mustangs are trusting their
luck.

Will assist them in efforts at passing the buck.

BRENTANO'S have just published a special poetry catalog for their retail stores which is interesting as an example of special promotion and of the extent of the stock carried in this field. The 40 pages contain an alphabetical list of over 600 volumes of poetry, arranged by author, about 20 books of critical works, over 60 anthologies, rhyming dictionaries, and poetry in other tongues.



DR. TRAPROCK THROWING THE BULL

A New "Fable For Critics"

Rhymed Criticism of The Lowell Variety

SOME books have an interest to the book-trade for their sales and still others have an added interest because they start the book discussion that is likely to lead to sales in other directions. Such a book is to be published anonymously by Houghton Mifflin this fall under the title of "A Critical Fable."

Dear Sir (or Dear Madam) who happen to glance at this

TITLE-PAGE

Printed you'll see to enhance its æsthetic attraction,
Pray buy, if you're able, this excellent bargain:

A CRITICAL FABLE

The book may be read in the light of
A Sequel to the "FABLE for CRITICS"

A volume unequal (or hitherto so) for its quips and digressions on

The Poets of the Day

WITHOUT UNDUE PROFESSIONS, I WOULD SAY THAT THIS TREATISE
IS FULLY AS LIGHT AS THE FORMER, ITS JUDGMENTS AS
CERTAINLY RIGHT AS NEED BE.

A HODGE-PODGE

Delivered primarily in the hope of instilling instruction
so airily that readers may see, in the persons on view,
a peripatetic, poetic *Who's Who*.

An Account of the Times

By

A POKER OF FUN, WITT D., O.S., A.I.

oooooooooooo

HOUGHTON MIFFLIN AND COMPANY

Boston and New York

Published September, 1922

As will be seen by the rhymed title page, which is reproduced herewith, and a rhymed preface, the book should be considered as a sequel to James Russell Lowell's "A Fable for Critics," and in its hundred pages of rhymed verse it takes up the discussion of our present-day poetry and poets and supplies not only criticism but the same abundance of quotable rhymes that made its prototype remembered. Besides the opinions expressed, which will be likely to stimulate a renewed interest in our modern poets, the book is likely to bring forth rejoinders that will build up new interest in

currensnt American poetry and the anonymity of the book will naturally start guesses as to the source of the poem. Many of the opinions expressed in the poem seem to be so close to those that have been expressed by a well-known New England writer that it will be a very natural inference that in that direction the guilt lies.

Canadian Authors Hold Campfire Meeting

ON the shores of Lake Windermere, the source of the Columbia River, in the Canadian Rockies, Canadian Authors have planned a Campfire Meeting for August 31st, at which Bliss Carman, Madge Macbeth (author of "Kleath"), Onoto Watanna (author of "The Japanese Nightingale"), Isabel Ecclestone Mackay (author of "The Window Gazer"), Frederick Niven (author of "Hands Up"), Lawrence J. Burpee (author of "The Search for the Western Sea"), and about thirty other Canadian writers are expected. The Campfire will be held at Toby Lodge, the ranch of John Murray Gibbon, President of the Canadian Authors' Association, whose novel, "The Conquering Hero," is located in this district. This campfire meeting is part of a celebration in honor of David Thompson, Canada's greatest geographer, who discovered Lake Windermere in 1807, and from the fort he erected on its shores explored the Columbia River to its outlet at Astoria. Thompson's narrative, recently discovered and published by the Champlain Society, is a mine of information as to the Indians of the Pacific Coast and has already become a classic.

Four tribes of Indians are attending the celebrations, which are centered round a memorial building, to be used as an Indian Museum. These come from Flagstone, from the Kootenay Plains, from the St. Eugene Mission and from the Shuswap Reserve at Lake Windermere. After taking part in a historical pageant, they will perform the rarely seen Drum Dance, and on the following day will put on a stampede for the benefit of their white brethren.

KENELM DIGBY continues the discussion as to what the O. in O. Henry stands for by publishing a letter from C. Edwin Hutchings. "Assuming that you would like to know O. Henry's full name, as originally used, I write to say that I have sent it to Don Marquis, with proofs. —Olivier Henry."

Reminiscences of a Book Scout

By Joseph Jewett Barton

XII. "NO HELP WANTED"

WHEN I arrived home a few evenings ago I found on my desk the following note from an old acquaintance, an out-of-town antique dealer:

"Dear Mr. Barton:

"I wish you would come down as soon as convenient. I have a large number of books which I would like you to see. Please let me know when I may expect you. Very truly yours,

"D. S M—."

"Phone 6926 Hamilton."

So I reached for my phone and asked what kind of stuff it was, and how many books he had. He started off with Smith's "History of New Jersey," first edition, 1765, which has been coming into the market quite often lately. Then he recited a long list of local histories, and as I evidently did not sound very enthusiastic over the phone, he asked: "What is it you are particularly interested in?" When I told him first editions, he said he thought he might have one or two.

I agreed to come over at ten-thirty the next morning—and I am generally on time for this kind of engagement. After we had gone thru his stock and I had selected a few, he said: "I wanted you to come over especially to see a friend of mine, who lives two or three blocks from here. This man is a peculiar cuss—he knows nothing about books, and he won't give me a cent for selling them for him. Now, you have to give me ten per cent commission on what you buy. Make your own deal with him regarding prices."

Much to my surprise he led me to an old house that had been pointed out to me several times during the past few years as a house that had a lot of good books in it. "But you can't buy them," was always the comment. To the last man who told me that I said (I rather pride myself upon being a good "getter"), "Why can't I buy them?" and he replied, "Because the owner doesn't need the money and he won't sell." Which is absolutely no reason at all.

The house was all shut up. I don't believe the front blinds or windows had been opened in over twenty years. The paint had entirely disappeared, a terribly woe-begone sort of look it had, tho you could not say it was in very bad repair. It probably was a real house once, built, not thrown together as they do it now.

We pulled the bell several times but without response. Then D— started off to hunt the owner, while I draped myself on the porch railing. In a few minutes he returned accompanied

by a tall, loose-jointed individual who had no collar, needed a shave badly and "chawed" tobacco. (I thought that chewing was a forgotten art, but I was shown during the day that it was not.) There were also a couple of dogs in the party. We went into the house and at first sight thru the duskiess all I could see was dust and more dogs; I found there were six in the family, besides the owner.

This man is the last of a family whose ancestors came over in Winthrop's fleet. Thru the early struggles of the Colonies, the Revolution, and in later years, they occupied the highest positions in the State and in civil life.

D—, who seemed to be perfectly at home and master of ceremonies, suggested that I take off my coat and hat and leave them on the dining room table. I say "dining room," but from the looks of things the master of the inn and the dogs all ate together in the kitchen or on the back porch. I couldn't see the sense in taking off my coat; but after I was led to the top floor, with the idea of working down, I wished I had. Nice, black thick dust on everything—half an inch of it, and the first grab I made showed me the wisdom of old D—.

The man I met once down in Virginia had the right idea about mining for books in old attics and houses. He wore jeans and a khaki shirt, and changed into civilized clothes after the day was done.

It was a big house and there were books in every room; some under the beds, others in bureau drawers, most of them in closets. After I had examined a hundred or more, a book-hunter's sixth sense told me I was getting skimmed milk. The dust did not seem to have been disturbed, but I felt as tho a good one had been picked here and there.

I ran across Sabin's American Bibliopolist covering a period of seven years, 1869-1875; the William Harris Arnold's sales catalog of first editions (1901) and Charles B. Foote's collection of American Authors (1894).

Anybody who was interested in the class of books these works list and describe should have had a few of them, but they were not there. A lot of items of minor interest, but nothing rare. Everything was only near right—points were missing, plates or maps gone, title-pages soiled or torn, second and worse editions. Finally I turned to D—, who was pottering around, and asked: "Who has been picking these over before I got here," and he answered that no one had seen them for years. He was a plain, unvar-

nished perverter of the truth (only that isn't what I called him under my breath).

I gathered up six or seven out of the attic and carried them down to the next floor. That floor had a hall bedroom that was almost full of paper-back novels. I thought I might pick up a few good ones there, perhaps Kipling, Stevenson or Hearn, but I didn't find any. I got a few more books on this floor, then I was introduced to the lower floor and two or three hundred on the covered back porch. Whoever did the picking before me did it hurriedly, or got tired or something, because he didn't dig deep enough.

An old calf bound volume labeled "Sermons" had been passed up, also a clumsily bound volume with no label, which, while not attractive on the outside, was Defoe's political pamphlets, first editions—and the Sermons, ah! the *Sermons* were sixteen pamphlets by Cotton, Increase and Samuel Mather, and a few more of like ilk, published a couple of hundred years ago.

I gathered up my selections, dropped them on the dining room floor before the owner, and asked "What do you want for them?" He gazed at me for a few seconds, then pulled his glasses down to his eyes and commenced to look them over.

A clever young spaniel tucked his nose into my hand—it was a critical moment, and I should have been trying any power of suggestion I possessed upon the old man; instead I relaxed, thinking perhaps this friendly pup knew better than I, the way to success. Love my dog and I'll love you isn't hard, when one already has a real liking for dogs in moderate quantities; so I rubbed the pup's ears and talked small dog stuff to him in an undertone.

When he had gone thru about half of them the old man stopped, leaned back in his rocking chair and said: "These books belonged to my brother who died several years ago. They are of no interest to me; I don't need the money for them and I'm not going to haggle; make me an offer, and if I think it is a fair one, you can have them." So I communed with myself a few minutes and made him an offer; his face brightened considerably at it, and he said energetically and decidedly, "They are yours."

I staggered down the street with a goodly bundle in each hand, and D— showed me where I could leave them in safety until I got an express wagon. D— said, "That cuss is worth a half million dollars and I think you paid plenty for those books."

But D— nor the half million cuss does not appreciate the wonderful theology in Mather pamphlets, first edition.

And the man who doesn't need the money said to me just as I was leaving, "You had

better leave me your card. I think there are some more you haven't seen. I'll write you in a few days."

Shall I need assistance? No!

Tidal Wave of Books

UNDER this rather striking title above, James L. Ford, whose experience in things bookish has been happily recorded in his recent volume of reminiscences, has analyzed the present general interest in books for the New York Sunday *Tribune* and gives credit to several movements for building up the present increase.

First among the factors in building a larger reading public he places the library movement or the popularization of the library movement that has been particularly characteristic of the last third of a century. Next he speaks of the effect of the cheaper magazine whose influence began to be felt about thirty years ago and whose sales have broadened at such a tremendous pace during this century.

These magazines led the way, Mr. Ford feels, to the best seller era of the beginning of the century. Another great impetus was given to the business, he believes, when the department stores began to handle books, and at the same time the publishers prepared the way for better display of books on counters by giving them more attractive jackets and display material. At about this time came the reprint, taking the place of the old paper-covered novel, which carried the current copyright literature to the tremendous public not before reached.

"Meanwhile," he points out, "the science of publicity, which had previously been confined to the theatrical profession, made its way rapidly and was speedily adopted by progressive publishers. The simple paragraphs of an elder age assumed a new and more interesting form, dealing not only with the books but with their authors, concerning whom all sorts of personal information was set afloat and widely read and quoted.

"Journalists, and even literary men of marked talent, entered into the new profession and there gained better rewards than they had previously enjoyed. Ideas for attracting attention took on a high value in the eyes of publishers, and many a book has been successfully launched on the uncertain sea of public approval by the adroit work of the press agent. A masterpiece of publicity was achieved when the famous Mark Twain dinner inaugurated the sale of the complete edition of that humorist's works."

Business Comparisons

New Side-lights on the Expenses of Retailing

EVERY field of merchandising gets information of constructive value by being able to compare its totals and percentages with those of other lines, and some recently published figures will be of interest to the book-trade. On the question of stock turn and margin of profit new figures have been made for the phonograph business, selected by the National Retail Dry Goods Association. The period covered is the good business year of 1919. Twenty-eight stores supplied the figures. The highest amount of sales was \$354,486, lowest \$14,138, average \$87,229. The average gross profit was 28.5%. The highest shown by any store was 34%. The average net profit was 8.32%, showing that these departments were operated on a 20% cost of doing business. Only four of the stores keep separate accounts of the sale of the phonograph records, but the average profits were about the same as on the combined business of instruments and records. The fact that such departments can be on less expensive floor space in the department store and that there is a possible high mark of average sale owing to the selling price of the instruments seems to make it possible to operate these on a smaller expense basis than many of the departments of the large stores.

Another interesting set of figures giving evidence on current business as well as operating costs is the 1921 report on the retail shoe business for 1921 made by the Harvard Bureau of Research, 407 firms reporting. The figures show that the price crisis of 1920 was more strongly felt in the following year. Most dealers had the greatest difficulty in curtailing the expense of doing business to meet the lessening returns, and the majority of firms showed a net loss for 1921 and a total reduction in sales volume of 9% over 1920. The data on stock turn showed that the firms which turned their stock 2.3 times or better showed a net profit of 6%, whereas the firms which turned their stock 1.5 times or less lost 4% on the business, an interesting indication of the importance of turnover. Many booksellers find they can easily turn their goods three times, and four times is frequent.

The booksellers also have reason to be satisfied that 1921, which seemed to be accepted as a slump year in every line of retail business, proved a very good year in bookselling.

The cost of operating expense in retail shoe stores was in 1921 as follows:

Harvard Research Shoe Figures, 1921 407 Stores Reporting:

	Per cent on sales totals.
Wages of sales force (including Pm's).....	10.8
Advertising	2.3
Boxes, wrapping and other selling	0.3
Total selling	13.4
Delivery	0.2
Buying, management and office supplies	3.5
Office supplies, postage and other management...	0.4
Total buying and management	3.9
Rent	3.0
Heat, light and power	0.6
Taxes (except on buildings, income and profits) ..	0.7
Insurance (except on buildings)	0.5
Repairs of store equipment	0.2
Depreciation of store equipment	0.4
Total interest	3.1
Total fixed charges and upkeep	8.5
Miscellaneous	1.6
Losses from bad debts	0.2
Total expense	27.8

Printing Wage Scales

THE employing printers of New York are in conference with the unions in regard to wage scale adjustment as of October 1st, 1922. The cost of living having gone down sharply, the employers have asked for what would be a 20 per cent reduction for the compositors and 10 per cent for other unions. The unions, in turn, have asked for increases of \$10 per week, the compositors not yet having been heard from as to their demands. Last year, the employers made a similar request for relief, and, the unions having asked for similar increases, the arbitrator's decision in December was for a maintenance of the old scale, which had not been changed since the top figures of \$50 reached in 1920. This scale of \$50 had been applied before the 44-hour week went into effect, which has still further increased the cost of printing in New York. The employers demand the reinstatement of the 48-hour week. The employers point out that they are under handicap with hours and wages to compete with shops nearby or in neighboring cities and that the health of the trade demands a recognition of this state of affairs.

In book production the scale of composition may be compared with the No. 1 scale in England, which has been at 90s., or about \$21.50, which the Industrial Court of that country has just reduced by 5s. a week with further reductions of 2s. 6d. each on October 7th and January 6th next, which will bring the scale in England to about 40 per cent of the scale in New York City.

"More Books in Distant Homes!"

New Library Service Scheme that Takes Books to Foreign Lands

BOOKS are indispensable companions at home, but their increased value to a person in a strange land, far away from friends and cultural advantages, is only now beginning to be appreciated. Take the foreign missionaries, for example; they long for books as friends which will bring them into closer touch with the world at large and give them inspiration, comfort and enjoyment, yet the lack of sufficient funds precludes even the possibility of their building up a home library.

It is here that the women's Foreign Missionary Society of the Methodist Episcopal Church has come forward with a new service, which bids fair to be something big and decidedly worthwhile. Aware of the missionary's lack of contact with the outside world, these women have introduced into their new program a Library Service plan that brings books and reading directly to them.

The plan underlying the new idea is three-fold. Briefly, it proposes that interested individuals send two or more books each year to missionaries, thus becoming "Book Friends;" in the second place, larger gifts of 100 or more books are wanted for Unit or Traveling Libraries; while permanent libraries for some 1564 institutions are to be built up from the overflow both from other sources and from funds secured by contributions.

Obviously the undertaking is an ambitious one; but the Society is highly organized, with a total membership of over 600,000 and subscriptions of approximately 187,000, so the chances of its becoming a real contributing force in the movement for increased reading are highly favorable. If each one of the 187,000 subscribers, for instance, donates even two books each year, it will mean that nearly 400,000 volumes go out to isolated and lonely spots. Multiply this by the enthusiasm bound to come with a spirit of giving and the possibilities are almost limitless.

In connection with its Library Service, the Society is offering some specially prepared lists of books for the convenience of its members and friends in making selections of gift books. So far as is known, this is the first time that a woman's religious organization has prepared such handy lists or catalogs for reference.

The children's list, with its books grouped according to the age and inclination of the child, has been prepared by Jacqueline M. Overton of the New York Public Library and includes between two and three hundred well-chosen titles. Suggestions on another list for adult readers embrace some of the current

novels of the day, religious titles, works on economics and world development and books of history, poetry and biography.

The work of the Library Service Bureau is all voluntary—that is, unsalaried—and is carried on by directors and branch directors in various cities thruout the country. Prompted by a desire to spread learning and friendliness thru the medium of good books the women in this organization are going forward in the project with real missionary zeal, working together for the good of all.

Advertising Sells Books

C. ELLSWORTH WYLIE, vice president of Emil Brisacher and Staff, Advertising Engineers of San Francisco, replies to some of Frank Swinnerton's recent widely quoted comments on book advertising.

"Hordes of books owe their success primarily to advertising. Some of the more prominent of these books are:

Harvard Classics.

Little Leather Library.

Standard Dictionary.

H. G. Wells's "Outline of History."

"Power of Will."

"Encyclopaedia Britannica."

Book of Knowledge.

"My Four Years in Germany."

Cosmopolitan Book Corporation Books.

Scores of published memoirs.

Thousands of specialty books.

Editions of celebrated authors, histories, and even cook books.

"Talk," and solely talk, is credited by Mr. Swinnerton as the power that is responsible for the sale of books. But will any rational individual deny that it is advertising that launches the talk? Advertising is the cause, talk the effect. Talk of itself is too slow. National sale of any article must enlist national advertising quickly and powerfully to convey the fact of the article's existence, whether it be bathtubs or books. How many people would know of an important event in national or international affairs if they relied solely on Mr. Swinnerton's favorite medium of talk? Not many. It is the same with books. A book, without advertising to apprise the public of its publication, dies as it leaves the press. Talk will circulate knowledge of a thing to a roomful of people, but not to a nation full of people."

Dealers in Foreign Books

Compiled by the A. L. A. Committee on Work With the Foreign Born

ARABIC

J. Raphael, 72 Trinity Place, New York.
Mokkarzel, 74 Greenwich Street, New York.

BOHEMIAN

F. Topic, Ferdinandova, Trida 11. Prague, Czecho-Slovakia.
R. O. Syalatnay, 542 East 79th St., New York.

CROATIAN

Yosip Marohnic, 1420 East Ohio St., Pittsburgh, Pa.
Revai, Buda-Pest.

DANISH (SEE SCANDINAVIAN)

DUTCH

N. Eerdmans Sevensma, 513 Eastern Ave., S. E., Grand Rapids.
Martinus Nijhoff, 9 Lange Voorhout, The Hague, Netherlands.

FINNISH

Finnish Book Concern, Hancock, Mich.
Finnish Soc. Pub. Co., 48 Wallace Ave., Fitchburg, Mass.

FRENCH

Brentano's, 27th St. and Fifth Avenue, New York.
J. Terquem, 1 Rue Scribe, Paris.

GERMAN

G. E. Stechert Co., 151 West 25th St., New York.
Otto Harrassowitz, Leipzig.
F. A. Brockhurst, Leipzig.
Koelling and Klappenbach, Chicago.

GREEK MODERN

Atlas, 25 Madison St., New York.
Atlantis, 113 West 31st St., New York.
Greek-American News Co., 48 Madison St., New York.
National Herald, New York.

HUNGARIAN

Revai, Testverek, Budapest.
Franklin Tarsulat, Budapest.
Szent Itsvan Tarsulat, Budapest. (Religious books).

ITALIAN

Bernard Seeber, 20 Via Tornabouni, Florence.

LITHUANIAN

A. Olszewski, 3252 South Halstead Street, Chicago.
J. J. Paukseztis and Co., 120 Grand Street, Brooklyn, N. Y.

NORWEGIAN (SEE SCANDINAVIAN)

POLISH

Polish Book Importing Co., 83 Second Ave., New York. (Dr. Vorzimer.)

A. Kroch, Chicago.

Gebetner and Wolff, Warsaw, Poland.

B. K. Gebert, ed. Glos Robotniczy, 5937 Michigan Ave., Detroit.

ROUMANIAN

P. Axelrad, 72 Greenwich St., New York.
Roumanian Educational Bureau, 3133 Broadway, New York. (Books free to libraries.)

RUSSIAN

Max N. Maisel, 424 Grand St., New York.
Gurivitch, 202 East Broadway, New York.

SCANDINAVIAN, DANISH, NORWEGIAN, SWEDISH
Albert Bonnier Pub. House, 561 Third Ave., New York.

Augustana Book Concern, Rock Island, Ill.
Augustana Book Concern, 127 N. Dearborn St., Chicago.

Danish Book Concern, Cedar Falls, Iowa.
Nordiska bokhandeln, Stockholm, Sweden.

SERBIAN

Bozo Rankovich, 249 East 71st St., New York.
Yova Yovanovich, Serbian Book Store, 621 South 3rd St., Steelton, Pa.
Revai, Budapest.
Peter Giovich, 598 Tenth Ave., New York.

SLOVAK

F. Topic, Ferdinandova, Trida 11. Prague, Czecho-Slovakia.
Arnost L. Krizan, 2019 S. Union St., Chicago.

SLOVENIAN

Glas Naroda, 82 Cortlandt St., New York.
Revai, Budapest.

SWEDISH (SEE SCANDINAVIAN)

YIDDISH AND HEBREW

Max N. Maisel, 424 Grand St., New York.
Yiddish Literary Pub. Co., 439 Grand St., New York.
M. Gurivitch, 202 Broadway, New York.
Hebrew Publishing Co., 85 Canal St., New York.
S. Druckerman, 50 Canal St., New York.
Stybel Publishing House, 114 Fifth Ave., New York.

SPANISH

Libreria General de Victoriano Suarez, Apartado, No. 32, Madrid, Spain.

GENERAL DEALERS

Lemcke and Buechner, 30 West 27th St., New York.
Brentano's, 225 Fifth Ave., New York.
G. E. Stechert & Co. 151 West 25th St., New York.

Books in Demand at the Public Library

THE following were the most popular books at the public libraries during the month of July, according to the list in the September number of the *Bookman*, compiled by Frank Parker Stockbridge in co-operation with the American Library Association:

FICTION

- If Winter Comes. By A. S. M. Hutchinson. *Little, Brown.*
 Gentle Julia. By Booth Tarkington. *Double-day.*
 Maria Chapdelaine. By Louis Hémon. *Macmillan.*
 Brass. By Charles G. Norris. *Dutton.*
 The Head of the House of Coombe. By Frances Hodgson Burnett. *Stokes.*
 The Vehement Flame. By Margaret Deland. *Harper.*
 Alice Adams. By Booth Tarkington. *Double-day.*
 To the Last Man. By Zane Grey. *Harper.*
 The Great Prince Shan. By E. Phillips Oppenheim. *Little, Brown.*
 Saint Teresa. By Henry Sydnor Harrison. *Houghton.*

GENERAL

- The Outline of History. By H. G. Wells. *Macmillan.*
 The Story of Mankind. By Hendrik Van Loon. *Boni & Liveright.*
 Queen Victoria. By Lytton Strachey. *Harcourt.*
 The Americanization of Edward Bok. By Edward Bok. *Scribner.*
 The Mind in the Making. By James Harvey Robinson. *Harper.*
 The Mirrors of Washington. Anonymous. *Putnam.*
 Painted Windows. Anonymous. *Putnam.*
 Outwitting Our Nerves. By Jackson and Salisbury. *Century.*
 The Mirrors of Downing Street. Anonymous. *Putnam.*
 The Glass of Fashion. Anonymous. *Putnam.*

The Atlantic Bookshelf

THE notable new books, which have been placed upon the *Atlantic Monthly's* Bookshelf and so are reviewed in the September number are:

- Soliloquies in England and Later Soliloquies. By George Santayana. *Scribner.*
 Behind the Mirrors. By the Author of "The Mirrors of Washington." *Putnam.*
 Painted Windows. By the Author of "The Mirrors of Downing Street." *Putnam.*

A Family Man. By John Galsworthy. *Scribner.*

Why Europe Leaves Home. By Kenneth L. Roberts. *Bobbs-Merrill.*

The Jews. By Hilaire Belloc. *Houghton Mifflin.*

The Exemplary Theatre. By Harley Granville-Barker. *Little, Brown.*

Walt Mason's Bookishness

THE prose poems of Walt Mason are so widely circulated and so diligently read that the increasing emphasis that the Kansas rhymers has given to books adds an interesting supplement to the general attention now being given to book promotion. In the course of the summer, five different clippings have shown that he has the place of books in our daily life very much in his mind.

One recent column begins, "If you want a tale that is gory, let a woman write the same. To compound a thrilling story I'd appoint some gentle dame. Nearly all the season's thrillers are by female authors writ. Thru their pages wild eyed killers like the movie phantoms flit. And the gentle authors render all their fury in their books. In their private lives they're tender, drinking tea in quiet nooks."

Record of American Book Production August, 1922*

CLASSIFICATION	New Publications		By Origin				Total
	New Books	New Editions	Pamphlets	American Authors	English and other Foreign Authors	Manufactured	Imported
Philosophy	22	1	10	26	3	4	33
Religion, Theology	26	—	11	27	—	10	37
Sociology, Economics	21	1	8	24	1	5	30
Law	7	3	1	9	—	2	11
Education	11	1	4	13	—	2	16
Philology	16	1	2	5	6	8	19
Science	27	3	31	48	1	12	61
Technical Books	23	1	5	20	—	9	29
Medicine, Hygiene	7	—	3	8	—	2	10
Agriculture	2	—	2	4	—	—	4
Domestic Economy	4	—	1	5	—	—	5
Business	9	—	2	8	—	3	11
Fine Arts	6	—	6	11	—	1	12
Music	7	—	3	4	—	6	10
Games, Amusements	1	—	1	2	—	—	2
General Literature	13	15	6	27	1	6	34
Poetry, Drama	11	3	4	9	4	5	18
Fiction	59	17	1	54	18	3	75
Juvenile Books	16	1	1	17	1	—	18
History	30	3	7	28	1	11	40
Geography, Travel	13	—	1	9	—	5	14
Biography, Genealogy	22	—	3	15	2	8	25
General Works	3	—	1	4	—	—	4
	354	50	114	377	38	103	518

* In August, 1921, 365 new books, 44 new editions, and 130 pamphlets, a total of 539, were recorded.

100 Worth-While Books

A VERY interesting effort to increase attention to good reading comes from the Horton Publishing Company of Spokane, Washington. Mr. Horton is a lecturer who has become, on his speaking tours, impressed with the tremendous need there is for more reading guidance for the general public. He believes there are thousands and tens of thousands of people who would develop reading habits with but a little better help in the way of suggestions.

As his contribution to this situation, he has been developing a list which he calls "100 Worth While Books." In compiling the list he has written to 96 men and women whose opinion would be especially worth while, asking them for a list of their favorite volumes, "not the books," as he says, "that people ought to read, but books that have been read and reread and remembered longest because they have given the most help."

With these replies in hand, Mr. Horton has published a wall bulletin about three feet high and one foot wide, on which 100 titles are listed in large black type and in two parallel columns. The bulletin has metal holders at top and bottom to keep it in shape. Mr. Horton hopes to get it hung in small town post offices, drug-stores and shops of all kinds. He sells the bulletin for thirty cents.

As with all lists, people look at it first from the point of view of what it has omitted or what individual idiosyncrasies it may reflect, but this one seems to have both old books and modern; history, fiction; biography, essays. It has books as varying as "Fruits of Solitude" by William Penn, "The Age of Innocence" by Edith Wharton, "Twenty Years at Hull House" by Jane Addams, Charnwood's "Lincoln," "Ivanhoe" and "Elizabeth and Her German Garden." It is interesting to find the problem of increasing reading interest attacked from another point of view, and booksellers may find it worth while to obtain a few of these and have them in different places in their communities.

Fire at Doubleday Plant

A FIRE at the Doubleday, Page plant at Garden City did about \$12,000 damage last week. The fire broke out at about 10:30 in the evening on August 29 and was extinguished about midnight. It is thought defective wiring started the fire, which was confined to the south wing. The new lunch room for the senior members of the firm was completely destroyed. The stock on the lower floors and the stock of the leather business was only slightly damaged by water.

Reports From Leipsic

THE big Leipsic Fair has been in progress during August, and, while many dealers have left the Fair, declaring that business under present currency conditions is impossible, the Associated Press reports say that the book dealers are expressing themselves as satisfied with conditions. They say that good literature and notably scientific works are especially in demand.

Film Theaters Co-operate

LAST week the National Board of Review of Motion Pictures entertained a meeting of publicity managers of producing companies to plan co-operation of book films with Children's Book Week. The Board is compiling lists of recommended book films for children and for boys and girls of high school age, for the use of clubs, libraries, bookstores, etc.

Miss Humble learned in a talk with the Famous Players publicity manager that they have sent out an announcement thru their exchanges to 15,000 theaters, urging them to co-operate with the Week by showing Famous Players book films.

Monument to "Don Quixote"

A MONUMENT to "Don Quixote" is to be erected in the village square in Toledo, Spain, to the memory of Cervantes, who wrote the romantic story. The monument, which is to be done by the sculptor Cabarera, will be of large size and will have carved on it many of the characters mentioned by Cervantes in his work.

The New Methodist Building

A HANDSOME new five-story building has just been erected by the Richmond branch of the publishing house of the Methodist Episcopal Church, South, at Fifth and Grace Streets. The publishing house occupies the entire first floor and basement and a large part of the second floor.

The "Book Store" occupies practically all the first floor and has been designed with an eye to beauty without detracting from the practical arrangement for business purposes. It is conceded to be one of the most beautiful rooms in the South. The fixtures are quartered oak finished in silver grey wax finish. The basement is devoted to stock and a large shipping room.

An Uncorrected Galley

HOUSEHOLD HINTS.

You may read a book in a single day
And know the tale when it's laid away.

—Edgar Guest.

And Eddie, dear, take a tip from us
That may make your life less laborious;
You may read a book for a single minute
And *guess* every doggone thing that's in it.
—Keith Preston in *Chicago Daily News*.

ALL, ALL ARE GONE

I sat in my library nook,
Intending to write a great book.
When I sought for a plot
I found there was not
A one that had never been took.
— *The American Legion Weekly*.

ETIQUETTE EXTRAORDINARY

Tommy's mother gave him a book on etiquette
instead of the usual Robinson Crusoe.

It thereafter became a pretty fragment of
English home life until Tommy's sister, in at-
tempting to leave the room one day, found her-
self clutched by the hand and flung violently
backwards into the coal scuttle.

"You ignorant little beast," protested Tom-
my, "don't you know that a gentleman should
open the door for you?"

—*Weekly Telegraph (London)*.

FAME

HARCOURT, BRACE & Co., tell a story that
struck us as amusing. They are shortly going
to publish a book by Vilhjalmur Stefansson,
and had asked Mr. Stefansson to autograph
some copies for the booksellers. While the
author was hard at it, in came a book-buyer
for a large department store to place an order.
The Sales Manager bustled delightedly about.
"Miss Blank," he cried, "I want you to meet
Mr. Stefansson, the famous traveler."

"What?" said Miss Blank, "Have you a new
traveler?"

CHRISTOPHER MORLEY, in the
New York Evening Post.

All that litters is not literary.—*Life*.

FOR THE CHILD'S LIBRARY

DAUGHTER: The preacher just phoned and
said he was coming to call this afternoon.

MOTHER: Gracious! We must make a good
impression. Give the baby the hymn-book to
play with.—*American Legion Weekly*.

The New American Book-Trade List About Ready

SOME interesting facts have been brought
out in the compilation of the AMERICAN
BOOK-TRADE MANUAL for 1922, which will
be ready for delivery September 15. For in-
stance, the directory of publishers contains the
names of all those who issued new books during
1921, including Government Offices, Printers,
Societies, Authors and others not classed as
"regular" publishers. To this list, numbering
1470, there have been added 202 other addresses
of publishing houses that did not appear in the
record for 1921, but whose publications are
still alive, some of them very much so. As a
convenience in reference the names of all pub-
lishers whose catalogs will be found in this
year's TRADE LIST ANNUAL are designated in
bold-faced type.

The DIRECTORY OF BOOKSELLERS in the United
States and Canada reveals an astonishing num-
ber of changes and additions over the lists in
the previous MANUAL, dated 1919. Take for
instance some of the larger cities, New York
shows 62 addresses dropped for various reasons,
47 changes in street addresses and 166 new
names of bona-fide dealers now engaged in
selling books of one kind or another, a total of
275 revisions in one city alone. This record
appears to check up with the percentage in
other cities. Chicago shows a total of 173
revisions, as follows: 87 addresses deleted, 27
changes in localities and 173 new concerns.
Philadelphia and Boston have similar records
revealing statistically the movement of read-
justment and business impetus that has char-
acterized the book-trade in the past three
years.

The BOOKSELLERS' DIRECTORY is further aug-
mented by lists of dealers in Australasia, China,
Porto Rico and in Central and South America.

The lists of book-trade organizations and
periodicals, as well as that of book publishing
clubs, have been brought up-to-date.

A feature of value and importance is the new
list of periodicals that review books. This is
divided into two parts. One comprises daily
papers thruout the United States; the other,
weekly or monthly periodicals; both lists being
compiled from tabulated records of the pub-
licity managers for a number of leading pub-
lishing houses.

Hostess: I hope you found that book inter-
esting, Mr. Blimp.

"Well, I must confess it wasn't quite as
interesting as the letter someone left in it as
a bookmark."—*Life*.

A Week's Gleanings of Book-Trade News



FREDERICK O'BRIEN FINDS THE SOUTH SEAS PURIFIED AND BEAUTIFIED BY THE MISSIONARIES. ONE OF RALPH BARTON'S DRAWINGS FOR "NONSENSORSHIP" PUBLISHED BY PUTNAM

THE ILLUSTRATIONS for the new edition of Melville's "Moby Dick," which Dodd, Mead & Co. will publish this fall, are the work of Mead Schaeffer. In order to get the proper atmosphere the artist set up his easel on the deck of an old whaling vessel at New Bedford.

DISPATCHES FROM BERLIN say that Ex-Emperor William's forthcoming memoirs will have a wide circulation in Germany if low prices and extensive advertising are of any avail. Berlin bookshops display announcements of the appearance of the volume in October in paper cover for 100 marks, in half linen for 150 marks, in all-linen bindings 250 marks, and half leather for 500 marks. The prospectus gives the headings of the various chapters, which cover William's life from 1878 to 1918. Among the headings are: "My Attitude Towards the Church," "The Outbreak of the War," "The End of the War," "The Pope and the Peace," "Friendly and Neutral Powers," "The Destruction and Germany's Future."

BONI AND LIVERIGHT announce that they are in future to be the publishers of the work of Gertrude Atherton. Mrs. Atherton's new novel will be published in January.

"Towards Democracy" by Edward Carpenter is now for the first time to be printed and published in America by Mitchell Kennerley.

SOMERSET MAUGHAM is arriving in New York this month to see the first production of his new play, "East of Suez" which will also appear as a book at the same time.

REBECCA WEST's second novel "The Judge" is having such enthusiastic reviews in English periodicals that a large audience awaits its imminent publication in this country by Doran.

LITTLE BROWN & Co. have issued a booklet on Hutchinson, with a portrait by E. O. Hoppé and two biographical and critical studies, one by Henry C. Shelley and the other by William Lyon Phelps.

THE IDEA of a "Stag Cook Book" (Doran) sounds most enticing, and who wouldn't look with interest on Rex Beach's recipe for clam chowder, William Allen White's vegetable salad, Irvin Cobb's hog jowl, Charlie Chaplin's steak and kidney pie, etc.?

THE WORLD is full of error, sin and doubt, but a salesman of The Century Company believes that the buyers of a certain New England city are richer in more kinds of doubt than any doubting place he was ever chilled in. He was selling the "Pussy Cat Princess," the jingles by Edward Anthony and the quite extraordinary cat pictures by Harry Whittier Frees. The salesman was eloquent about the photographic illustrations. The first buyer said, "No, excuse me; those cats are tied up in those positions. I know. You can't fool me." Later in the afternoon, the buyer for a second store said, "Nothing doing. They are not real cats photographed there. They are stuffed cats. I know exactly what I am talking about." And along about sundown of a hot day the buyer for a third store said, after the salesman's burst of eloquence, "No indeed, I will not have that book in my store. I know all about those cats. They are drugged." It is of course an axiom that all salesmen are sinful deceivers and that all buyers are always right, but—

Obituary

SAMUEL B. CATOR

SAMUEL B. CATOR of the City Book Store, Baltimore, Md., died in that city on August 18th. His brother, W. W. Cator of 103 W. Monument St., is in charge of the estate.

JAMES KENNEDY

JAMES KENNEDY, engineer, editor and author, died at his home in New York on August 14th. He was editor and president of the Angus Sinclair Publishing Company, and was editor of "Scottish and American Poems," an anthology that was issued in several editions.

JAMES A. HASSELL

JAMES A. HASSELL, for a period of fifty years connected with the book department of the American News Company and its manager for thirty years, died at his home in Plainfield, N. J. on September 3rd. He was born July 30th, 1854 and entered the employ of the News Company as a list boy under Oscar M. Dunham, a notable figure in the book-trade of his time. He steadily advanced in position, until at the retirement of Charles G. Collins, he became manager. His ready wit, genial humor, and quiet democratic manner, made warm friends of all who knew him. On the day of his retirement, in November, 1919, Stephen Farrelly, general manager of the company, on behalf of his close friends and associates for many years, presented him with a handsome gold watch and chain and an autographed testimonial, expressing their regret at his retirement and their best wishes for his future.

HENRY H. LAWSON

HENRY H. LAWSON, a writer of popular humorous books in prose and poetry widely circulated in Australasia, died in Sidney, N. S. W. on September 2nd. He was born in 1869. His seven titles, published by Angus & Robertson of Melbourne, are "When the World Was Wide" (verse), "While the Billy Boils," "Verses, Popular and Humorous," "On the Track and Over the Shiprails," "Children of the Bush," "Joe Wilson and His Mates," "When I Was King and Other Verses" and a volume of "Selected Poems," with a preface by David McKee Wright.

Communication

A CORRECTION

August 29, 1922.

Editor, PUBLISHERS' WEEKLY:

Our advertisement in the PUBLISHERS' WEEKLY for August 26th carried this line:

"Willa Cather was recently selected as one of America's five greatest writers by the *Literary Digest*." The *Digest's* poll was, in fact, to determine the "five outstanding figures who have appeared on the literary horizon in the past ten years," and our advertisement should have so stated.

We are obliged for your courtesy in recording this correction.

Yours faithfully,

FRANKLIN SPIER,
For Alfred A. Knopf, Inc.

Periodical Note

A NEW literary periodical, *Life and Letters*, makes its first appearance with its September number. It is published by E. Haldeman Julius at Girard, Kansas. The subscription price is twenty-five cents a year.

A New Publishing Society

THE Marine Research Society of 161 Essex Street, Salem, Mass., is about to publish its first book entitled "Sailing Ships of New England" by John Robinson and George Francis Dow. The book will contain the most complete collection of pictures of old vessels that has ever been printed, containing 320 illustrations with a frontispiece in four colors, and will consist of over 400 pages. Many of these plates have never before been published.

Business Notes

NEW YORK CITY.—Parnassus Bookshop has just started at 59 Fifth Avenue with Gertrude Zimmerman as manager.

PHILADELPHIA, PA.—C. Ross Smith is to open a new bookstore at 1415 Locust St. about September 15th.

PORTSMOUTH, N. H.—Walter H. Mowry has again enlarged the size of his Acorn Bookshop, and is refitting the whole space and adding an increased section for stationery. Mr. Mowry, who for many years was in Clark's Boston Bookshop, has furnished an interesting example of what can be done in a smaller city. Seven years ago he began with a Portsmouth shop not over 20 feet square, which was burned out in the fall, but he began again "right on the square" and increased the outlet until in 1920 he had double the floor space, and now a second increase is necessary.

Racine, Wis.—Enos' Book Shop is reported adjudged in bankruptcy.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tf. (32mo: 12½ cm.); Ff. (48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.

Titles beginning with an unimportant word are inverted to be listed under their subject when possible.

Aeschylus

Persae; partly in the original and partly in translation; with notes and introd. by M. R. Ridley. 76 p. O [22] N. Y., Oxford Univ. Press \$1.20

American poetry, 1922; a miscellany. 10+200 p. (2 p. bibl.) D [c. '22] N. Y., Harcourt, Brace \$1.75

Angellotti, Marion Polk

Three black bags. 375 p. front. D c. N. Y., Century \$1.75

A love-mystery romance of France and Germany, with plot and counter-plot, in which a beautiful and resourceful American girl is at the center of the plot.

Banning, Margaret Culkin

Spellbinders. 290 p. D [c. '22] N. Y., Doran \$2

A novel in which love, marriage and happiness are weighed in the balance with the desire for individual achievement, and the new problems facing our gay young married set are considered.

Barbour, Ralph Henry [Richard Stillman Powell, pseud.]

The Turner twins; il. by C. M. Relyea. 280 p. front. il. pls. D c. '21-'22 N. Y., Century \$1.75

A jolly story for young people about the adventures of Ned and Laurie Turner at Hillman's school in California and how their remarkable likeness helped them in a big football game.

Beach, Rex Ellingwood

Flowing gold. 377 p. front. D [c. '22] N. Y., Harper \$2

A romantic story laid in the new Klondike of the Texas oil fields during the boom that followed the war, and the fierce struggle for "flowing gold," the oil that gushes from subterranean reservoirs.

Becker, Carl Louis

The declaration of independence; a study in the history of political ideas. 279 p. O [c. '22] N. Y., Harcourt, Brace \$2.50

A study of the four successive drafts of the Declaration from the one which Jefferson wrote to the one finally adopted, and how its ideas and

philosophy have fared in the years of our independence.

Berkeley, Reginald

French leave; a light comedy in 3 acts. 83 p. il. D (French's acting ed., no. 1366) c. '22 N. Y., S. French 75 c.

Bernhardt, Joshua

The tariff commission; its history, activities and organization. 12+71 p. (4 p. bibl.) tabs. O (Service monographs of the U. S. govt., no. 5) c. N. Y., Appleton \$1

Bigham, Hon. Charles Clive

The Prime Ministers of Britain, 1721-1921. 10+370 p. (5½ p. bibl.) front. (por.) il. pls. (pors.) O '22 N. Y., Dutton \$8

Short sketches of the lives of the thirty-six men who have held the helm of State since the present political system began, from Sir Robert Walpole to the Rt. Hon. David Lloyd George.

Blake, W. H.

In a fishing country. 263 p. D c. N. Y., Macmillan \$2

Quiet tales of fishing and hunting in the Canadian wilderness.

Blanchard, Amy Ella

Becky; a story [for girls]; il. by Frank T. Merrill. 304 p. front. D [c. '22] Bost., W. A. Wilde Co. \$1.75

Bower, B. M. [Bertha Muzzy Sinclair; Mrs. Bertrand William Sinclair]

The trail of the white mule; with front. by Frank Tenney Johnson. 278 p. front. D c. Bost., Little, Brown \$1.75

Another story of Casey Ryan, who retreats to the desert after he tangles the traffic on the busiest crossing in Los Angeles, and Trouble meets him with the kick of the "White Mule" (moonshine whiskey).

Boylan, Patrick

Thoth the Hermes of Egypt; a study of some aspects of theological thought in ancient Egypt. 8+216 p. O [22] N. Y., Oxford Univ. Press \$3.50

Brauer, George R.

Church officers in the Presbyterian church, their office, duties, relations to the congregation, to each

other, and to the church at large. 32 p. D '22 Phil., Presbyterian Board of Pub'n and Sabbath School Work 15 c.

Dunn, Arthur Wallace

From Harrison to Harding; a personal narrative, covering a third of a century; 1888-1921; in 2 v. 13+420-13+444 p. fronts. (pors.) O c. N. Y., Putnam set \$7.50

A dramatic narrative, with stories of the statesmen and other leaders of the period by a veteran Washington newspaperman.

Eckenstein, Lina

A history of Sinai. 13+202 p. il. maps. plans D ['21] N. Y., Macmillan \$3.25

Ellis, Havelock, i. e., Henry Havelock

Kanga Creek; an Australian idyll. 68 p. D '22 N. Y., Brentano's bds. \$1.60

Fabre, Jean Henri Casimir

The wonder book of chemistry; tr. from the French by Florence Constable Bicknell. 385 p. D c. N. Y., Century \$2.50

Two little boys are taught in simple language the wonders of the physical world, made interesting to grown-ups as well as young people.

Faris, John Thomson

Seeing the Eastern states. 244 p. front. (col.) il. pls. O c. Phil., Lippincott \$5

A description of the coastal ellipse that reaches from Maine to Maryland, that ranges from the mountains and lakes of New England to the Palisades of the Hudson and the rolling country about Philadelphia.

Forman, Henry James

The man who lived in a shoe. 334 p. D c. Bost., Little, Brown \$1.90

The story of how his dead sister's three children and a mother's helper from an orphan asylum completely upset the life of Randolph Byrd, bachelor bookworm.

Frothingham, Robert, comp.

Songs of challenge [verse]; an anthology selected and arranged by [author]. 22+182 p. S c. Bost., Houghton Mifflin \$1.65

"Robust verse intended to make vivid that Vision which pierces the murk, and restore to hearts grown callous and dour the inspiration and the warmth of the Spirit of Song."

Gaul, Avery

Five nights at the five pines. 280 p. D c. N. Y., Century \$1.75

The story of Mattie, who lived a strange and romantic life shut off from the world in a sea captain's mansion on Cape Cod, developed thru a sequence of psychic events which occur on five successive nights.

Gray, Joslyn

The newcomer in Penny Lane; il. by E. C. Caswell. 214 p. front. D [c. '22] N. Y., Scribner \$1

A story of life in a country town in which a group of children and their parents and teachers are depicted.

Haughton, Percy D.

How to watch and understand football [1st chap. of the book "Football and how to Watch It," ready about Oct. 1st]. 47 p. il. pls. diagrs. D c. Bost., M. Jones pap. 50 c.

Heffern, Andrew Duff

Apology and polemic in the New Testament; the Bohlen lectures, 1915. 11+411 p. O ['22] N. Y., Macmillan \$3.50

Hinks, Arthur Robert

Map projections; 2d ed., rev. and enl. 12+158 p. front. il. diagrs. maps O ['21] N. Y., Macmillan \$2.50

Holt, W. Stull

The federal board for vocational education; its history, activities and organization. 11+74 p. (23 p. bibl.) tabs. O (Service monographs of the U. S. gov't, no. 6) c. N. Y., Appleton \$1

The federal trade commission; its history, activities and organization. 11+80 p. (9 p. bibl.) tabs. O (Service monographs of the U. S. gov't, no. 7) c. N. Y., Appleton \$1

Huntington, Ellsworth, and Williams, Frank E.

Business geography. 10+482 p. figs. O ['22] N. Y., Wiley \$2.75

Jackson, Thomas William

See America first. 5+96 p. front. (por.) il. D [c. '22] Chic., T. W. Jackson Pub. Co., 711 S. Dearborn St. 25 c.

Kershner, Bruce L.

The head hunter and other stories of the Philippines. 7+106 p. D ['21] Cin., Powell & White 75 c.

Eye Sight Conservation Council of America

Economic aspect of poor vision. 3 p. T [c. '22] N. Y. [Author], Times Bldg. pap. apply

Fuld, Leonhard Felix

The principles of securities salesmanship; correspondence course, chap. 1; Qualifications of a securities salesman; chap. 2, Elements of an investment; chap. 3, Classes of investment; chap. 4, Cities service company; chap. 5, Selling; chap. 6, Mortgages, bonds and unlisted securities; chap. 7, Public utilities; chap. 8, City service securities; chap. 9, Classes of bonds; chap. 10, Securities of subsidiaries; chap. 11, Treatment of clients; chap. 12, Yields and prices. various paging T '22 N. Y., H. L. Doherty & Co., 60 Wall St. pap. apply

Gammon, Samuel Rhea

The presidential campaign of 1832. 180 p. (3 p. bibl.) O (Univ. studies in hist. and polit. science; ser. 40, no. 1) '22 Balt., Johns Hopkins Press pap. apply

General index to bulletin of Friends' Historical Society of Philadelphia; v. 1-10; 1906-1921. 99 p.

O ['22] Phil., Friends' Hist. Soc., 142 N. 16th St. pap. \$1.80

Greene, Charles T.

An illustrated synopsis of the puparia of 100 Muscoid flies (diptera). 39 p. pl. O (Proceedings of the U. S. Nat. Museum, v. 60; art. 10; no. 2405) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Hepburn, Earl

Manual for notaries public, conveyancers, commissioners, etc., as to acknowledgements, affidavits, depositions, oaths, proofs, protests, negotiable instruments, etc.; for Penn. with forms and instructions; 3d ed. 95 p. O '21 Phil., Notaries Public Service Bur. pap. apply

Hill, Laurance L.

In the valley of the Cahuengas; the story of Hollywood 48 p. il. nar. D '22 Los Angeles, Cal., Security Trust & Savings Bank, Hollywood Br. pap. apply

Brooks, Amy [Mrs. W. Rexter Loomis]

Dorothy Dainty's treasure chest; with il. by author. 244 p. front. il. pls. D [c. '22] N. Y., Lothrop, L. & S. \$1.25

A story for girls from eight to twelve, about Dorothy's summer at the shore, in which there are mystery, surprises, droll and quaint characters and the finding of a treasure chest that once belonged to a girl of noble birth.

Broun, Heywood Campbell and others

Nonsenseorship; sundry observations concerning prohibitions, inhibitions and illegalities; il. by Ralph Barton. 13+181 p. il. pls. O c. N. Y., Putnam \$2.50

Amusing and instructive protests against a silly variety of censorship and other evils, by a galaxy of well-known present-day writers.

Brown, Edna Adelaide

The Chinese kitten. 230 p. front. (col.) D [c. '22] Bost., Lothrop, L. & S. \$1.50

Brown, William Adams

The church in America; a study of the present condition and future prospects of American Protestantism. 15+378 p. O c. N. Y., Macmillan \$3

"It is vital to the future success of American Protestantism that we re-think our doctrine of the Church and determine what should be the function of the Church in our democratic society."

Browning, Robert

Poems and plays; selected and ed., with an introd. and notes by Hewette Elwell Joyce. 21+373 p. S [c. '22] N. Y., Scribner \$1

Carlyle, Anthony

The fugitive millionaire. 289 p. D c. Bost., Houghton Mifflin \$2

A mystery story of an English girl of high spirit, badgered by her young stepmother, who swears to marry the first man who asks her, and falls in love with a young American whom she has found in hiding.

Cather, Willa Sibert

One of ours. 459 p. D c. N. Y., Knopf \$2.50

The story of a young Hamlet of the prairies, of Claude Wheeler's stormy struggle with life and fate, his enigmatic marriage, and the final adventure which releases the baffled energy of the boy's nature.

Chambers, Raymond Wilson

Beowulf; an introd. to the study of the poem with a discussion of the stories of Offa and Finn. 12+417 p. (30 p. bibl.) tabs. pl. front. maps plan O ['21] N. Y., Macmillan \$10

Chappell, George S.

Rollo in society; a guide for youth; new ed., rev. by author; embellished with cuts by Wm. Hogarth, Jr. 13+178 p. front. il. pls. S c. N. Y., Putnam \$1.50

An up-to-date adaptation of the "Rollo Books,"

famous in the fifties, an hilarious, satirical commentary on modern life.

Chiol, Sir Valentine

India old and new. 10+319 p. O ['21] N. Y., Macmillan \$4

Cohen, Octavus Roy

Assorted chocolates; front. by J. J. Gould. 330 p. front. D '22 c. '20-'21 N. Y., Dodd, Mead \$2

Darkey short stories full of rollicking comedy, hair-raising drama and a rich understanding of the negro's life and character.

College (The) standard dictionary of the

English language; designed to give the orthography, pronunciation, meaning and etymology of over 140,000 words and phrases in the speech and literature of the English-speaking peoples, with synonyms, antonyms and prepositions; containing also an appendix of foreign phrases used in English speech and literature; 2500 pictorial il.; abr. from the Funk and Wagnalls New Standard Dictionary of the English Language by Frank H. Vizetelly. 16+1309 p. il. diagrs. tabs. Q c. N. Y., Funk & Wagnalls buck. \$6

Conquest, Joan

The hawk of Egypt; front. by G. W. Gage. 319 p. front. D [c. '22] N. Y., Macaulay \$1.75

A love story showing the conflict between the sons of the East and the sons of the West, with the background, not of Cairo, but the vast desert hinterland of Egypt.

Corwin, Charles E.

A manual of the Reformed church in America; 1628-1922; 5th ed. rev. Q+I+29+782 p. (por.) O ['22] N. Y., Board of Pub. and Bible-Sch. Work \$5

Deihl, Edna Groff

The little dog that would not wag his tail. no paging il. obl. Q [c. '22] N. Y., S. Gabriel bds. 75 c. bxd.

The little kitten that would not wash its face. no paging il. obl. Q [c. '22] N. Y., S. Gabriel bds. 75 c. bxd.

Dickinson, Zenas Clark

Economic motives; a study in the psychological foundations of economic theory, with some reference to other social sciences; awarded the David A. Wells prize for the year 1919-'20, and pub. from the income of the David A. Wells fund. 7+304 p. (bibl. foot-notes) O c. Cambridge, Mass., Harvard Univ. Press \$2.50

A consideration of human nature in economics, for the use of psychologists, economists, sociologists, business men, students of advertising and many other workers in the borderland between psychology and business.

Caldwell, Eugene C.

An outline study of the book of Daniel. 38 p. O ['22] Richmond, Va., Presbyterian Com. of Pub'n. 15 c.

Chamberlain, Ralph Vary

The millipeds of Central America. 71 p. pl. O (Proceedings of the U. S. Nat. Museum, v. 60; art. 8;

no. 2403) ['22] Wash., D. C., Gov Pr. Off., Supt. of Doc. pap. apply

Duncan, John Charles

Changes observed in the Crab nebula in Taurus. various paging pl. O (Communications to the Nat'l Academy of Science, no. 76) ['21] Wash., D. C., Carnegie Inst. pap. apply

Kritters of the kitchen kingdom; by Aunt Jo and Uncle George; drawings and lettering by Paul Brown. 39 p. il. pls. (col.) O c. Bost., Little, Brown \$1.50

A novelty picture-book for the kiddies; how they can make the most amusing toys, such as a piggie out of a lemon and a froggie out of a green pepper, with ordinary things like pins and cardboard and fruits and vegetables.

Laughlin, Clara Elizabeth

Jeanne-Marie's triumph. 160 p. D [c. '22] N. Y., Revell \$1.25

The story of "the unknown soldier" and how Jeanne-Marie, the little heroine of the Paris Boulevards, caught her vision, and overcoming her personal grief, found her work.

Lewis, Wilmarth

Tutors' Lane. 164 p. D c. N. Y., Knopf \$1.75

An American "Gilbert-and-Sullivan" novel, a tale of aspects of life in a small college town which hover between high comedy and farce.

Little black Sambo; il. by Mary La Fetra Russell. no paging il. obl. Q c. '21 N. Y., S. Gabriel bds. 75 c.

Mackenzie, Compton, i. e. Edward Montagu Compton

The altar steps. 8+374 p. D [c. '22] N. Y., Doran \$2

Upon a background of the age of Queen Victoria is depicted the struggle and growth of Mark Lidderdale, a charming, immature fellow, in whom the flame of human passion had never been kindled.

McCracken, Isabel and Egbert, Dorothy

California gall-making Cynipidae; with descriptions of new species. 70 p. il. Q ['22] Stanford University, Cal., Stanford Univ. pap. \$1

McCutcheon, George Barr

Viola Gwyn; front. by E. C. Caswell. 378 p. front. (col.) D c. N. Y., Dodd, Mead \$2

The romantic story of lovely Viola Gwyn, of nineteenth century Indiana, and the strange woman called Rachel Carter, who was her mother, and Kenneth Gwynne, gentleman, with vengeance in his soul, and other quaint and sinister characters.

McNeill, Ronald

Ulster's stand for union. 10+310 p. front. (por.) O [n. d.] N. Y., Dutton \$5

An account of the movement, covering a period of years, to organize an effective opposition to interference with the established constitution in Ireland.

McQuade, Walter

Architecture series of measured details, drawn by [author]. no paging 24 pls. in portfolio F [c. '22] N. Y., Scribner \$5

Matthews, Walter Robert

Studies in Christian philosophy; being the Boyle lectures, 1920. 14+231 p. O ['21] N. Y., Macmillan \$3

Monckton, Capt. C. A. W.

Last days in New Guinea; being further

experiences of a New Guinea resident magistrate. 287 p. front. (por.) il. pls. fold. col. maps O '22 N. Y., Dodd, Mead \$5

A narrative of exploration and travel in a wild country, inhabited by strange and savage people.

North, Grace May

Adele Doring in camp; il. by Florence Liley Young. 9+238 p. front. (col.) D [c. '22] Bost., Lothrop, L. & S. \$1.75

A story for juveniles, about a merry summer camp outing, on one of the islands of the St. Lawrence, of the "Sunnyside Club" of girls and their brothers and boy friends, under the competent charge of a young woman.

Osborn, E. B.

Literature and life; things seen, heard and read. 8+213 p. D [n. d.] N. Y., Dutton \$2.50

Quiet essays and occasional papers by the literary editor of the (London) *Morning Post*.

Page, Jesse

Schwartz of Tanjore. 9+203 p. il. pls. (por.) maps O ['21] N. Y., Macmillan \$3

Parker, Sir Gilbert, i. e. Horatio Gilbert

Carnac's folly; with il. by Walter Lauderback. 352 p. D c. Phil., Lippincott \$2

The story of the strange barrier between Carnac Greer and his father, a Canadian lumber king. By a piece of folly Carnac's career is almost wrecked and his love brought to naught, but in the end Carnac's mother is avenged and his paternal antipathy explained.

Parrish, Randall

Gift of the desert; front. by J. Allen St. John. 305 p. front. D c. Chic., McClurg \$1.90

Forced into a marriage that was full of terror for her, Deborah Meredith chose, instead of living with Bob Meager, to trust her life to the perils of the desert, with an unknown guide.

Pattee, Fred Lewis

Side-lights on American literature. 342 p. D c. N. Y., Century \$2

Independent criticisms of American literature ranging from Philip Freneau to H. L. Mencken, analyzing the O. Henry craze, diagnosing the case of Jack London, revitalizing the almost forgotten Freneau and devoting a chapter to Poe's "Ulalume."

Peacock, W.

English prose; in 5 v.; v. 4; Landor to Holmes. no paging T (World's classics no. 222) ['22] N. Y., Oxford Univ. Press 85 c.; lea. \$1.50

Pittman, Marvin Summers

The value of school supervision demonstrated with the zone plan in rural schools. 10+129 p. (3 p. bibl.) D ['21] Balt., Warwick & York \$1.30

Porter, Rebecca Newman

The Rest Hollow mystery. 301 p. front. D c. N. Y., Century \$1.75

A mystery story in which the hero, a psychic patient, is shocked back to sanity by an automobile accident and finds himself in a deserted mansion in Southern California, in which romance, crime, wealth, poverty, vengeance enter and affect the lives of the surprising people there.

Munroe, Helen, comp.

Classified list of Smithsonian publications available for distribution. Apr. 15, 1922. 30 p. (1/2 p. bibl.) O (Smith. Inst., pub. no. 2670) '22 Wash., D. C., Smithsonian Inst. pap.

National Association of Railway and Utilities Commissioners

Proceedings of the 33rd annual convention, held

at Atlanta, Ga., Oct. 11-14, '21. 3+373 p. O [c. '22] N. Y., State Law Reporting Co., 233 B'way \$4

National Catholic Welfare Council

Opportunities for foreign students at Catholic colleges and universities in the U. S. 53 p. il. O (Bur. of Educa'n bull. 1921, no. 2) Wash., D. C. [Author] pap. apply

Price, Edith Ballinger

The fortune of the Indies; il. by author. 255 p. front. D c. N. Y., Century \$1.75

An exciting tale of old New England clipper ships and mysterious old China, for juveniles and grown-ups.

Quennell, Marjorie and Quennell, C. H. B.

A history of everyday things in England; done in two parts of which this is the first; 1066-1499; [and] this is the second; 1500-1799; il. by authors. 14+207—11+207 p. fronts. (col.) il. O pls. (pt. col.) figs. tabs. [n. d.] N. Y., Scribner \$5

Richardson, William L., and Owen, Jesse M.

Literature of the world; an introductory study. 9+526 p. (12 p.) front. (por.) il. facsms. D [c. '22] Bost., Ginn \$2

Ritchie, Robert Welles

Dust of the desert. 6+300 p. D c. N. Y., Dodd, Mead \$1.75

A romance of the desert south of Arizona, how Grant Hickman, engineer and World War veteran helped Benicia find the Lost Mission on the Road of Dead Men and won her love.

Robertson, William George Aitchison

Manual of medical jurisprudence and toxicology; 4th ed. 11+441 p. front. col. il. D (Black's medical ser.) ['21] N. Y., Macmillan \$4

Ross, Edward Alsworth

The social trend. 235 p. D c. N. Y., Century \$1.75

Essays on various contemporary currents of life and thought in America—currents of business, of politics, manners, and many phases of social and economic change.

Ross, Mrs. Elizabeth Williams

A road of remembrance. 148 p. front. pls. (pors.) D [c. '21] Cin., Powell & White \$1.25

Schlichter, Norman C.

Children's voices and voices of joy [verse]. 64 p. D [c. '22] Bost., Badger \$1.50

Schoell, Franck Louis, ed.

Le folklore au village; an elementary French reader. 9+273 p. front. D c. N. Y., Putnam \$1.50

A collection of old folk tales, common in French village life, selected and edited, with notes and vocabulary, by a French exchange professor at Chicago University.

Semon, Richard Wolfgang

The mneme; tr. by Louis Simon. 304 p. (5 p. bibl.) O ['21] N. Y., Macmillan \$4.50

Simkins, J. Dean

Ants and the children of the garden; relating the habits of the black harvester ant, and giving considerable information about ants in general. 3+264 p. D c. San Francisco, Cal., Harr Wagner Pub. Co. \$1.50

Springer, Norman

The blood ship. 302 p. D [c. '22] N. Y., Watt \$1.90

A clipper ship romance of love and mystery and

murder on the high seas, in the days when brute force was law.

Sturt, Henry

Socialism and character. 14+214 p. D '22 N. Y., Dutton \$3

Undertakes to show that the adoption of socialism will greatly improve individual character in all the relations of life.

Syrett, Netta

The fairy doll; and other plays for children. 88 p. S '22 N. Y., Dodd, Mead \$1.25

Talmage, May, comp.

The wisdom and wit of T. De Witt Talmage; selected from his writings, by his daughter. 16+260 p. D [c. '22] N. Y., Doran \$1.50

A classified collection of the original thoughts and illustrations from the sermons and writings of one of the most famous and popular New York preachers of the nineteenth century.

Thayer, Mary Dixon

Songs of youth [verse]. 149 p. D c. N. Y., Knopf \$1.50

Towne, Charles Hanson

The chain; a novel. 364 p. D c. N. Y., Putnam \$1.90

A tale of New York of the last generation, with side-lights on important people, particularly the literati, with whom the author has been intimately associated for years.

Vallandigham, Edward Noble

Delaware and the eastern shore; some aspects of a peninsula pleasant and well beloved. 329 p. front. il. pls. O c. Phil., Lip-pincott \$5

An interpretation of the elusive charm of a region isolated in some measure, for three centuries, by the peninsular geography of their home.

Weyl, Hermann

Space—time—matter; tr. from the German by Henry L. Brose [4th ed.] 11+330 p. (5 p. bibl.) figs. O [n. d.] N. Y., Dutton \$7.50

Includes Euclidean space, the metrical continuum, relativity of space and time and general theory of relativity, with a discussion of Einstein's fundamental law of gravitation.

White, Stewart Edward

On tiptoe; a romance of the Redwoods; with front. by Thomas Fogarty. 264 p. front. (col.) D [c. '22] N. Y., Doran \$1.75

A novel in which a girl, her father, a young man and an English valet, traveling de luxe in a high-powered car are overwhelmed in the depths of the Redwood forest, and saved from a grim fate by the arrival of a youth in a Ford.

Widdemer, Margaret [Mrs. Robert Haven Schauffler]

A minister of grace. 286 p. D [c. '22] N. Y., Harcourt, Brace \$1.75

The story of lovable, amusing old Uncle Andrew Blanton, who, seemingly blind to the passionate tangles about him until their knots grow almost insoluble, suddenly shows his nephews and nieces the old, wise, humorous way out.

Wilson, Bert

In the land of the salaam. 328 p. front. pls. D [c. '21] Cin., Powell & White \$1.35

Schramm, E. F. and Cook, H. J.

The agate anticline, Sioux County, Nebraska. 4+38 p. il., pls., tabs., map o (Kanoka Petroleum Co.; geolog'1 dept.; Bull. A) '21 Lincoln, Nebraska, Kanoka Petroleum Co. pap. gratis

University of Iowa

Studies in physics; collected studies and reports. various paging. tabs., diagrs., charts O (Univ. of Iowa studies; 1st ser., no. 61; v. 2, no. 1; May 1, '22) Iowa City, Ia., Univ. of Iowa pap. apply

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Does not include the material listed in smaller type

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- Altar steps, The. Mackenzie, C. \$2
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- American poetry, 1922; a miscellany. \$1.75
Harcourt
- Ants and the children of the garden. Simkins, J. D. \$1.50
Harr Wagner
- Apology and polemic in the New Testament. Heffern, A. D. \$3.50
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- Architecture series of measured details; drawn by W. McQuade. \$5
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- Becky; a story [for girls.]. Blanchard, A. E. \$1.75
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- Beowulf. Chambers, R. W. \$10
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- California gall-making Cynipidae. McCracken, I. and Egbert, D. \$1
Stanford Univ.
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Lippincott
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Lothrop
- Dust of the desert. Ritchie, R. W. \$1.75
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Macaulay
- Head hunter (The) and other stories of the Philippines. Kershner, B. L. 75c. \$1.75
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- Last days in New Guinea. Monckton, Capt. C. A. W. \$5
Dodd
- Le folklore au village; an elementary French reader. \$1.50
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- Literature of the world. Richardson, W. L. and Owen, J. M. \$2
Ginn
- Little black Sambo. 75c. \$1.25
S. Gabriel
- Little dog that would not wag his tail. The. Deihl, E. G. 75c. \$1.25
S. Gabriel
- Little kitten that would not wash its face, The. Deihl, E. G. 75c. \$1.25
S. Gabriel
- Man who lived in a shoe, The. Forman, H. J. \$1.90
Little
- Manual of medical jurisprudence and toxicology. Robertson, W. G. A. \$4
Macmillan
- Manual of the reformed church in America, A. Corwin, C. E. \$5
Bd. of Pub. & Bible Sch. Work
- Map projections. Hinks, A. R. \$2.50
Macmillan
- Minister of grace, A. Widdemer, M. \$1.75
Harcourt
- Mneme, The. Semon, R. W. \$4.50
Macmillan
- Newcomer in Penny Lane, The. Gray, J. \$1
Scribner
- Nonsenseorship. Broun, H. C. and others. \$2.50
Putnam
- On tiptoe. White, S. E. \$1.75
Doran
- One of ours. Cather, W. S. \$2.50
Knopf
- Poems and plays. Browning, R. \$1
Scribner
- Prime ministers of Britain, The. 1721-1921. Bigham, Hon. C. C. \$8
Dutton
- Rest Hollow mystery, The. Porter, R. N. \$1.75
Century
- Road of remembrance, A. Ross, Mrs. E. W. \$1.25
Powell
- Rollo in society. Chappell, G. S. \$1.50
Putnam
- Schwartz of Tanjore. Page, J. \$3
Macmillan
- See America first. Jackson, T. W. 25c. \$1.25
Jackson
- Seeing the eastern states. Faris, J. T. \$5
Lippincott
- Side-lights on American literature. Pattee, F. L. \$2
Century

Social trend, The. Ross, E. A. \$1.75 *Century*
 Socialism and character. Sturt, H. \$3 *Dutton*
 Songs of challenge (verse). Frothingham, R. \$1.65 *Houghton*
 Songs of youth (verse). Thayer, M.D. \$1.50 *Knopf*
 Space-time-matter. Weyl, H. \$7.50 *Dutton*
 Spellbinders. Banning, M. C. \$2 *Doran*
 Studies in Christian philosophy. Matthews, W. R. \$3 *Macmillan*
 Tariff commission, The. Bernhardt, J. \$1 *Appleton*
 Three black bags. Angellotti, M. P. \$1.75 *Century*
 Thoth, the Hermes of Egypt. Boylan, P. \$3.50 *Oxford*

Trail of the white mule, The. Bower, B. M. \$1.75 *Little*
 Turner twins, The. Barbour, R. H. \$1.75 *Century*
 Tutors' Lane. Lewis, W. \$1.75 *Knopf*
 Ulster's stand for union. McNeill, R. \$5 *Dutton*
 Value of school supervision. Pittman, M. S. \$1.30 *Warwick & York*
 Viola Gwyn. McCutcheon, G. B. \$2 *Dodd*
 Wisdom and wit of T. De Witt Talmage, The. Talmage, M. \$1.50 *Doran*
 Wonder book of chemistry, The. Fabre, J. H. C. \$2.50 *Century*

Rare Books, Autographs and Prints

THE Comédie Française troupe recently presented in the open air theater in Nîmes before an audience of some 3,000 people a French version of "Oedipus Tyrannus." Previous to its appearance there the company had given performance in several of the ancient theaters of Southern France.

H. H. Mergoluith of University College, Southampton, England, is preparing a complete edition of the works of Andrew Marvell, including his letters. He has found considerable correspondence in addition to that published by Dr. Gossart, but he is convinced that there is more to be discovered. He, therefore, requests private owners of letters to allow him to have copies of any in their possession.

The demand for first editions of Herman Melville, which has been growing for a year or two, has stirred up the publishers. The latest announcements come from Dodd, Mead & Company who will publish an illustrated edition of "Moby Dick," and the Princeton University Press who will publish two volumes, one of prose, the other of verse, most of the material appearing in book form for the first time.

The six known copies of the first edition of Shelley's "Posthumous Fragments of Margaret Nicholson," his first book, are divided evenly between England and America. The English copies are owned by the British Museum, the Victoria and Albert Museum and Thomas J. Wise; the American, by Henry E. Huntington, Carl Pforzheimer and Gabriel Wells. Mr. Wells's copy is the only one that is likely to be available for the collector for a long time to come.

An illustrated volume on "The Old English Herbals" by Eleanor Sinclair Rohde has been announced by Longmans. The author explores the herbals from Anglo-Saxon times to the end of the seventeenth century, the early manuscript works yielding fragments of the herb-lore depicted in "Widsith" and "Beowulf" and illustrating folk custom of the period. One chapter is devoted to herbals written in connection with the colonization of America by the Spaniards and English, with early lists of plants in New England gardens, and the various uses by the Red Indians of the "hearbe tabaco."

The collection of Americana brought together by the late Calvin M. McClung has been presented to the Lawson McGhee Library of Knoxville, Tenn., by his widow. A beautiful memorial bookplate designed by William F. Hopson marks each volume. The collection is especially rich in material concerning Virginia, North Carolina and Tennessee, especially of the Colonial, Revolutionary War and Old South periods, and abounds in maps, portraits and views; local, county and state histories; genealogical works, early explorations and pioneer expeditions; sermons, historical addresses and early Southern literature.

The recently organized First Edition Club of London appears to be quite like the Grolier and other American book clubs in theory and will no doubt have a similar effect on book collecting. The new club proposes to keep in touch with the trend of collecting, preparing and keeping on file annotated bibliographical data, making special studies of disputed and knotty problems and broadcasting information by publishing the results of its special studies.

Seymour de Ricci, in his "Book Collector's Guide," states that about 180 copies of the First Folio of Shakespeare have been traced and he adds that the largest number in any single collection "is undoubtedly the stately array of over thirty First Folios in the library of Henry C. Folger" of this city. Since the publication of Mr. de Ricci's bibliography Mr. Folger has purchased the Burdett-Coutts First Folio, perhaps one of the finest and most famous copies of all. The increase in value in a little over a half century is shown by the auction records. The Daniel copy, sold in 1864, brought £716; the Brayton Ives copy, in 1891, \$4,200; the Hoe copy, 1911, \$13,000; the Lord Vernon copy, in 1918, £2,100 and the Burdett-Coutts copy, recently sold at Sotheby's, £8,600.

A memorial to Jack London in the form of a library of books dealing with the Far West is in prospect. The Woman's Improvement Club, of Glen Ellen, which sponsored the project, announces that it now has \$5,000 toward the fund, and that a site has been donated near London's ranch home at Glen Ellen.

The popularity of early English rarities with American and English collectors and the high prices which they are bringing is drawing many little known books of the period into the English market. Almost every bookseller's catalog contains items of extreme rarity of this period. One of these, John Lane's "Alarum to Poets 1648, described in Elli's catalog, is apparently the only known copy. Another extremely rare book is listed in the catalog of Buckhus of Leicester. It is a tall copy of "The Wisdom of Dr. Dodypoll," 1600, of which there are only three known copies. Davis & Orioli's catalog lists a copy of Luigi de Porto's "Works," 1539, of considerable Shakespearean interest, as it includes the novel on which Shakespeare founded "Romeo and Juliet." Another rarity in the same catalog is Sannazzaro's "De Partu Virginnis," Naples, 1526, a Latin poem by one of the most famous of "humanists" one of a few copies printed on vellum and possibly the presentation copy to Pope Clement VII. to whom the work is dedicated.

The original manuscripts of Charles Dickens's books are very rare. John Forster, Dickens's biographer, came into possession of many of the great novelists manuscripts and these including "Sketches of Young Couples," Master Humphrey's Clock, "Martin Chuzzlewit," "The Chimes," "Pictures from Italy," "Dombey and Son," "David Copperfield," "Bleak House," "A Child's History of England," "Little Dorrit," "A Tale of Two Cities,"

"American Notes," and the unfinished manuscript of "Edwin Drood," were given to the Victoria and Albert Museum. When American collectors have had a chance they have generally taken advantage of it. The late J. Pierpont Morgan bought the manuscript of "A Christmas Carol" and "The Battle of Life;" George W. Child that of "Our Mutual Friend;" W. A. White part of "Nicholas Nickleby," and there are fragments owned by other collectors here. When "The Haunted Man" and the collection of over 600 autograph letters of Dickens came into the market in the recent Burdett-Coutts sale it was predicted by the English press that they "would probably go to America." True enough, the manuscript came to New York and the letters went to Chicago. Dickens has always been a favorite with American collectors and he is more popular to-day than ever before.

F. M. H.

Catalogs Received

Alte Medizin Balneologie Naturwissenschaften. (No. 511; Items 624.) Karl W. Hiersemann, Königstrasse. 29, Leipzig, Germany.

First editions of modern authors, scarce, miscellaneous items. (No. 24; Items 462.) W. & G. Foyle, Ltd., 121 Charing Cross Road, London, W. C. 2, England.

Moderne Bucher Luxusdrucke. (No. 104; Items 1009.) Paul Graupe, Lutzowstrasse 38, Berlin W. 35, Germany.

Second-hand books, pamphlets and periodicals, general and unclassified. (No. 13; Items 394.) John J. Mangan & Son, 174 South Common Street, Lynn, Mass.

Sets and miscellaneous second-hand books of travels and explorations, history, biography, Civil and War histories, Americana. (Items 85.) Nelson's Book Store, 223 Fourth Street, Des Moines, Iowa.

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Books Wanted and For Sale

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Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

BOOKS WANTED

Academy Book Shop, 57 E. 59th St., New York City
 Cleeve, Lucas, As the Twig Is Bent.
 Edwards, Mrs., Leah, A Woman of Fashion.
 Frankel, A. H., In Gold We Trust.
 Harry, Myrian, Conquest of Jerusalem.
 Heighway, O. W. T., The Morning Land.
 Hillhouse, J. A., David and Bathsheba, Hadad.
 Leavitt, J., The Jewish Captives; The Idumean.
 Maturin, Edw., Benjamin, The Jew.
 Moss, Mary, Judith Lubestran; Julian Meldola.
 Odell, S. W., Samson; Delilah.
 Rowland, Henry C., The Mountain of Tears.
 Warner, Susan, The Walls of Jerusalem.

Adelbert College Library, Cleveland, Ohio

Davis, W. M., Geographical Essays, Ginn.
 Griswold, W. M., Descriptive Lists of Novels and Tales, 10 parts, any or all, Cambridge, Mass., 1890-92.
 Merrick, Old Times in the Upper Mississippi, 1854-63, Cleveland, 1909.
 New International Year Book for 1919.

Alcove Book Shop, 936 Broadway, San Diego, Cal.
 Grove, Dictionary of Music and Musicians.

Aldine Book Company, 436 Fourth Ave., Brooklyn, N. Y.

Irish Historical Society, vols. 4, 5, 7.
 Naval Historical Society, vols. 1, 2, 4, 6.
 Mississippi Hist. Soc., vols. 1, 2, 12.
 Pennsylvania German, vol. 1, also vol. 1, nos. 2 and 3; vol. 6, no. 3.
 Southern Hist. Soc., vols. 35, 39, etc.

Aldus Book Co., 36 East 49th St., New York City
 Thin paper edition of Forster's Life of Dickens, published Oxford University Press.

American Baptist Publication Society, 514 N. Grand Ave., St. Louis, Mo.
 When Tragedy Grins, by Grace Miller White.

American Baptist Publication Society, 223 Church St., Toronto, Canada
 Hymn Lovers, by William Horder.

John D. Anderson, 814 Essex Bldg., Newark, N. J.
 Frank R. Stockton, complete set, good condition. Name lowest cash price.

W. H. Andre, 607 Kittredge Bldg., Denver, Colo.
 Mackey, History of Freemasonry, seven volumes.

Auditorium Book Store, 933-14th St., Denver, Colo.
 Journal of Home Economics, Jan., '09.

Bailey's Book Store, Vanderbilt Square, Syracuse, N. Y.

Ten Thousand Miles on the Dog Sled, Stuck, Scribners.

Wm. M. Bains, 1213 Market St., Philadelphia, Pa.
 Muir, Life of Mahomet.
 Macdonald, Double Story.

G. A. Baker & Co., 144 East 59th St., New York City
 Garland, A Spoil of Office, 1892.
 Garland, Crumbling Idols, 1893.
 Garland, The Eagle's Heart, 1900.
 Garland, Her Mountain Lover, 1901.
 Garland, The Light of the Star, 1904.
 Garland, The Shadow World, 1908.
 Garland, Victor Olnees' Discipline, 1911.

Barr Book Shop, 24 West Orange St., Lancaster, Pa.
 Haggard, Ayesha, the Return of She.
 Anthony, Introduction to Graphic Language.
 Wright, H. S., Old Time Recipes for Home Made Wine.

Swank, History of Iron Making and Coal Mining in Penna.
 Investigation of the Methods of Fiscal Control of State Institutions in New York made to State Charities Aid Association, by Henry C. Wright.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.
 Harper's Mag., nos. containing Trilby.
 Memoirs of the Baroness Cecile de Courtot, Holt, 1900.
 Wilkinson, Egypt, 3 volumes.

A. A. Beauchamp, 603 Boylston St., Boston, Mass.
 Baldwin, Ancient Americans.
 Winchell, Preadamites.
 Foster, Prehistoric Races.
 Short, North Americans of Antiquity.
 Baldwin, Prehistoric Nations.
 Hudson, Law of Psychic Phenomena.
 Bullinger, Figures of Speech.
 Bullinger, Church Epistles.
 Man of Galilee.
 Mahan, Church History, 3 vols.
 Science and Health, Glover.

Bell Book and Stationery Co., 914 East Main St., Richmond, Va.

Broughton's Nancy.

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Bibliophile, 1350 College Ave., New York City

Cambridge edition of the Poets, ¾ tan calf, H. M. & Co.
 Dickens, Battle of Life, first ed.
 Hearn, Diary of an Impressionist, first ed.
 Jaccaci, Rambles in the Footsteps of Don Quixote, Vierge illus.
 Millais, A Breath from the Veldt.
 Neuman, Elephant Hunting in East Equatorial Africa.
 Opus Sadicum, in English.
 Parke, Human Sexuality.
 Sterne, Sentimental Journey, Leloir illus.
 Wilde, Poems, Plays, Cosmopolitan ed.

The Book Shelf, 112 Garfield Place West, Cincinnati, O.

Women In Love, D. H. Lawrence.
 Analects From Jean Paul Richter.
 Contemporary Portraits, Frank Harris.

The Book Shop, 219 N. Second St., Harrisburg, Pa.

Last American, illus. by Read, decorated by Blaster-

The Book Shop of the Glass Block Store, Duluth, Minn.

Coral Reefs, by Darwin.

Charles L. Bowman & Co., 118 East 25th St., New York City

Hulbret, Historic Highways of America, 16 vols.

Brentano's, Fifth Ave. and 27th St., New York City

Tommy Toddlers, illus. by Peter Newell.
 Cosmic Consciousness, Bucke, 2 copies.
 Own Your Own Home, Gardner.
 Americanization of Edward Bok, first edition.
 Santo Domingo, a Country With a Future, Otto Schoenrich.
 The Emphatic Diaglot.
 Young Folk's Directory.
 Lusiad, Camoens.
 Graphic Statics.
 Elementary Applied Mechanics, F. Alexander & A. W. Thompson.
 Ironmaster, G. Ohnet.
 Romance of a Poor Young Man, Fenillet.
 Molly Baun, M. W. Hungerford.
 The Peacock Feather, Leslie Moore.
 Aunt Olive in Bohemia, Leslie Moore.
 The Notch in the Stick, Leslie Moore.
 Parodies Regained, E. V. Knox.
 Letters from Wagner to Mathilde Wessendonck.
 Destruction and Reconstruction, Col. Richard Taylor.
 Log of the North Shore, Alexander.
 Last American, illus. by Read, decorated by Blasterfield, de luxe edition, J. A. Mitchell.
 History of New Hampshire, 1623-1888, John W. McClintock.
 Year Book of American Authors, compiled by Ida Scott Taylor.
 Twenty Famous Naval Battles, Rawson.
 An Old Country House, Richard Le Gallienne.
 The Call of the Blood, Hichens.
 Cosmic Consciousness, Bucke.
 The Rainbow, Lawrence.
 Between Two Stools, Rhoda Broughton.
 Nancy, Rhoda Broughton.
 The Yellow God.
 The Lady Blossholme, H. R. Haggard.
 The Bride's Hero.
 Prof. Cook's Old Lourraine, 2 vols.
 The Earth's Beginnings, R. S. Ball.
 Genesis, Zimmern.
 Shakespeare on the Stage, 1st and 2nd series.
 Tyrone Power.

Brentano's—Continued

The Life of Edwin Booth.
 The Spiritual Life, Coe.
 The Development of Religion, King.
 Juana Yoga, Swami Vivekananda.
 A Lady of Leisure, Ethel Sidgwick.
 Duke Jones, Ethel Sidgwick.
 Aylwyn, Walpole.
 Prejudices, Flandrau.
 His Hour, Eleanor Glynn.
 Football Facts and Figures.
 Football, Camp & Deland.
 Football, Davis.
 Football Days, Edwards.
 Treatise on Football, Williams.
 Football, Warner.
 Book of College Sports, Camp.
 Biography of a Baby, Josephine Dodge Daskam.
 Babcock Genealogy, compiled by Stephen Babcock.
 Kilo, Butler.
 Cities of Umbria, Hutton.
 Up and Down, E. F. Benson.
 Alone in West Africa.
 A Woman in China, Mary Gaunt.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Women's Work in Municipalities, O. R. Beard.
 Neglected Girl, by Pauline Goldmark.
 Boyhood and Lawlessness, by Pauline Goldmark.
 Infant Mortality, Hibbs.
 Henry IV, Part 1, Tudor, cloth, gilt on cover, '75 ed.
 Merry Wives, same edition.
 Historic Hadley by Walker.
 Historic Homes of Amherst, Walker.

The Burrows Bros. Co., 633 Euclid Ave., Cleveland, Ohio

This, That and the Other, by Belloc.
 Autobiography of Methusals, by Kendrick Bangs.

John Byrne & Co., 715 Fourteenth St., N. W., Washington, D. C.

Riley's Dictionary of Latin Quotations, London, 1860.
 Jones' Dictionary of Foreign Phrases, 1902.
 Danaher on Bailments.
 Browne, Arthur, Civil Law and Law of Admiralty, 2nd ed., 2 vols., in 1, London, 1802.
 Browne, Arthur, Civil Law and Law of Admiralty, 1st American edition from 2nd London edition, 2 vols., New York, 1840.
 Philippine Supreme Court Reports, in English, vols. 2-22 inclusive.

Cadmus Book Shop, 312 West 34th St., New York, N. Y.

Ridero and Von Ischode, Peruvian Antiquities, translated by F. L. Hawks, N. Y., 1853.

Campion and Co., 1313 Walnut St., Philadelphia, Pa.

Ralph Cricklewood, by Fitzstephen.
 Matrimony, by Norris.
 Melle Mersac, by Norris.
 Life of Billy Dixon by Bardo
 Russia by Weakin.
 The Issue, by Morsan.
 Life and Adventures of Punchinello, by Octave Feuillet, Illustrated, Sept. 1, 1922.

Gerard Carter, 12 So. Broadway, St. Louis, Mo.

Crockett, S. R., The Grey Man.

C. N. Caspar Co., 454 East Water, Milwaukee, Wis.
 Nat. Geog. Mag., 1889, 1890, and Index to Vol. 27.
 Chase, Game Protection.
 Jameson, Eastern Manners.
 Browning, 44 Years of Hunter's Life.
 Sienkiewicz, Knights of the Cross.
 Franciscan Fathers, Ethnolog. Dict.
 Roosevelt, Prof. Principles.

C. T. Cearley, 1128 J Street, Fresno, Cal.

Ransdale's History of Montana.

George M. Chandler, 75 East Van Buren St., Chicago, Ill.

American Pioneer, 2 vols., 1842-43.
 Barrie, J. M., Works, first editions only.
 Blunt, Esther, Small & Maynard.

BOOKS WANTED—Continued**George M. Chandler—Continued**

Burroughs, Songs of Nature, Doubleday.
 Carver's Travels, 3rd ed., 1781.
 Catlin, O Kee, Pa., 1867.
 College World, June, July, Aug., Oct., 1911.
 Craig, The Olden Time, 2 vols., 1876.
 Crawley, Mystic Rose, 1902.
 Davis, Influence of Wealth in Rome.
 Davis, Waiting for the Verdict.
 Dictionary of Natl. Biography, 24 vols.
 Dobson, Horace Walpole, large paper, 1890.
 Downing, Landscape Gardening, 3rd ed., 1847.
 Drake, Salvaging of the Direlict.
 Fahie, Galileo.
 Fetis, On the Violin.
 Franklin, Autobiography, large 8vo, H. M. & Co. ed.
 Gilchrist, Life of Blake, 2 vols., 1880.
 Gruard, Frank, Life of.
 Harper's Magazine, Feb., 1920.
 Hildreth, Pioneer History, 1848.
 Hough, Story of the Outlaw.
 Hudson, Idle Days in Patagonia.
 Jefferson, Hamilton, Franklin, Lincoln, Federal eds.
 Knapp, Hist. of Ashland Co., Ohio, 1869.
 Lewis & Clark's Travels, Coues ed., 4 vols.
 Masson, Life of Milton, 7 vols.
 Onions, Gray Youth.
 Percy, Reliques, 3 vols., Bohn Liby.
 Plato, Dialogues of, 5 vols., 3rd ed.
 Ponteach, Caxton Club ed.
 Ross, Fur Hunters, 2 vols., 1855.
 Ross, Adventures of First Settlers, etc., 1849.
 Sketches of Old Virginia Servants, Phila., 1847.
 Sunset Magazine, Feb. and Sept., 1905.
 Sut Lovingood's Yarns.
 Thayers Cavour, large 8vo ed., 2 v.
 Todd, Life of Joel Barlow, 2 vols., 1866.
 Tompkins Hist. of Rockland Co., N. Y.
 Mark Twain, Joan of Arc, first ed.
 Mark Twain, Huck Finn, first ed.
 Mark Twain, Tom Sawyer, first ed.
 Cabot, In Northern Labrador.
 Macfarlane, Mammals of the N. W. Prairies.
 Knott, J. Procter, Duluth Speech.
 Ruffini, Doctor Antonio.
 Flaubert, Madame Bovary.

City Library Association, Springfield, Mass.

Country Life, Jan., 1922.
 Alex. Ham. Inst. Modern Business, vol. 18, Insurance.
 Bullinger's Figures of Speech Used in the Bible.
 Hutchinson, Golf Greens and Green Keeping.
 Masson, Gustave, Richelieu.
 Pennell, Joseph, Etchers and Etching, Mac., 1919.
 U. S. War Dept. Report from the Secretary of War in Relation to the Pension Establishment of the U. S., vol. 1, 1835.
 Weigall, Life and Times of Akhnaton, Pharaoh of Egypt.

Arthur H. Clark Co., 4027 Prospect Ave., Cleveland, Ohio

New List of Wants sent on request.
 Inman, Old Sante Fe Trail.
 Fleming, Doc, Hist. of Reconstruction, 2 vols.
 Elliott, Jonathan, Debates, 5 vols.
 Hennepin, New Discovery of Vast Country in Amer., 2 vols.
 Curry, Confederate States of Amer. Union, etc.
 Quick, Amer. Inland Waterways.
 Campbell, Phallic Worship.
 Wing, Early Yrs. on Western Reserve.
 Railway Master Mechanic, vols. 1-23.
 Engineering Index Annual, 1916, 1917.
 Hensell, Christiansa Riot and Treason Trials.
 Mag. of Wall St., Nov. 15, 1919.
 Johnson, Thru South Seas with Jack London.

Columbia University Library, New York City

Millay, Edna St. Vincent, Few Figs from Thistles.
 Winship, George Parker, A bibliography of John Crowne, Wells & Co.
 Rohrbach, P., Germany's Isolation, McClurg, 1915.
 Hill, J. J., Highways of Progress, Doubleday, 1910.

Columbia University Press Bookstore, 2960 Broadway, N. Y.

Mau, Pompei.

Columbia University Press Bookstore—Continued

White, Ballads and Rondeaux.
 Andrews, G. & F., Bibl. of History, for S. & C.
 M. Curlander, 14 W. Saratoga St., Baltimore, Md.
 Coke Upon Littleton, last ed.
 Lawyers' U. S. Reports, 1 to 60, or 1 to 26.
 Northeastern Reporter, complete.
 Atlantic Reporter, complete.
 Federal Reporter, complete.
 Dawson's Bookshop, 627 South Grand Ave., Los Angeles, Cal.
 Abbe Ce Monier, Life of St. Francis.
 Abraham, Complete Mountaineer, 1908 Doubleday.
 Abraham, Mountain Adventures, 1910, Doubleday.
 Book of Jasher.
 Carson, Hampton L., 100 Anniversary of the Constitution.
 Graetz, History of the Jews, vols. 1 and 2, red cloth.
 History of Christian Names, Macmillan, 1884.
 King, Clarence, Memoirs, 1904, Putnam.
 Macauley, Chas. R., Fantazina Land, Bobbs Merrill.
 Scammon, Marine Mammals of N. W. Coast, 1874.
 Talleyrand's Memoirs.
 Winter, Wm., Shakespeare on the State, 1st and 2nd Series.

Fred M. DeWitt, 1609 Telegraph Ave., Oakland, Cal.

Power of Christian Benevolence, illustrated in Life and Labors of Mary Lyon.
 Gummere, Germanic Origins.
 Phillips, Manual of English Lit., vol. 2.
 Art Education for High Schools, Prang Co.
 Randall, Future of Man.
 Swordsman of Warsaw.
 Magic Mirror, by M. de Notredame, pub. Stokes.
 Nordenskiold, Facsimile Atlas, Stockholm.
 Brown, Histy. First Locomotive in America.
 Haydn's Virginia Genealogy.
 Hart, The Way, the Truth, and the Life.

Dixie Business Book Shop, 140 Greenwich St., New York City

Corporation Finance-Walker, 1917 ed. of Alexander Hamilton Institute set.
 Statesman's Year Book for 1864, 1865, 1867, 1868, 1869, and 1870.
 Frankenstein, by Mrs. Shelley.
 Ricardo's Political Economy, edited by McCulloch.
 Research in Mathematical Principles of Theory and Value, by Cournot, from the Ashley Classics.
 Ancient, Curious and Famous Wills.
 Anals Acad. Pol. and Sol. Sc., March, 1920.
 Business of Trading in Stocks, by "B."
 C. P. A. Problems, Ronald, 1914 and 1915.
 Federal Reserve Bulletins for 1915-16 and 17.
 Fifty Years in Wall Street, Clews.
 Gold Prices and Wages, Hobson.
 How to Forecast Business and Inv. Conditions, Crowell.
 Industrial Depressions, Hull.
 Life of John Marshall, Beveridge, 4 vols., used copies.
 Machinery of Wall Street, Selden.
 Municipal Bonds Held Void, Dean.
 Repudiation of State Debts, Scott.
 Savings Bank and Its Practical Work, Kniffin.
 Trading in Wheat, Prill.
 Walton School of Commerce Accountancy Courses.

Doubleday, Page Book Shop, 920 Grand Ave., Kansas City, Mo.

Bryan, Pioneer Families of Missouri.
 Fisher, General Survey of America.
 Glass, Potash and Perlmutter.
 Dick, Arts and Crafts of Old Japan.
 King, Mountaineering in the Sierra Nevada, last edition, later than 1874.
 Glass, Abe and Mawruss.
 Coit, Message of Man.
 Brower, Vale of Illusions.
 Mitchell, The Last American.
 Cook, Handbook of Obstetrical Technique.
 Townsend, Dining Room and Kitchen.
 Urquhart, The Upanishads and Life.
 Rawson, Nature of True Prayer.
 Wiggen & Douglas, Rebecca of Sunnybrook Farm, old edn., with original illustrations.
 Stockton, John, Medical Mainabula.
 Coues, New Light on Early History of Great Northwest.

BOOKS WANTED—Continued

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Selous, African Nature Notes and Reminiscences.
Gibbs, Golden Legacy to the Gibbs Family in America.

E. P. Dutton & Co., 681 Fifth Ave., New York City

Burbank, Luther, Work on Agriculture, Gardening and Natural History, 8 vols., Collier.
Bouterwek, History of Portuguese Literature.
Berington, Literary History of the Middle Ages.
Clifford, Studies in Brown, Humanity.
Duff, Exposition of Browning's Sordello.
James, Letters to My Son.
La Farge, Great Masters.
La Farge, Considerations On Painting.
Morley, C., Parnassus on Wheels, 1st ed.
No. 13 Washington Square.
Pennell, Life of Whistler, 1 p. ed., 2 vols.
Rhinehard, Adventures of Lilitia Carberry.
Stockton, John, Medical Mainabula.
Spalding, Baseball Record, 1913.
Spalding's Official Athletic Almanac, 1893, 94, 95, 97, 98, 99, 00, 01, 02, 03, 07. (1877, 78, 79, 80, 81, 82, 91, 96, 97, 00, Spalding's Official Baseball Guide.) (Spalding's Official Football Guide, 1892, 93, 94, 97, 98, 99, 01, 04, 05, 06, 08).
Sage, Salmon and Trout.
Swift, Mary J., First Lessons in Natural Philosophy for Children.
Santini, M., An Appeal to the British Nation, 1817.
Strachey, ed., Chesterfield's Letters, 2 vols.
Spirit of the Times, 1862 to 1866.
Sabin's Bibliography of America, Parts 95 to 100 incl.
Saltus, Gardens of Aphrodite.
Tatlock & Mackay, A Modern Reader's Chaucer.
Tudor Series, Midsummer Night's Dream.
Tabb, Child Verses.
Taft, American Sculpture.
Twain, Prince and the Pauper, first ed.
Vurgin, The Shutters of Silence.
Wall, Sordello's Story Retold in Prose.
Winter, John Strange, Any titles.

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Among Bavarian Inns, Fraprie.
Among Old New England Inns, Crawford.
Novels and Romances of George Sand, 10 vols., Little, Brown & Co.
Paracelsus-Hartman pub. by Theosophical Book Concern.
Life in California, Alfred Robinson.
A Tramp Through the Bret Harte Country, Beasley, pub. by Paul Elder & Co.
Lands Forlorn, Douglas, pub. by Putnam.
The Migration of Symbols, Count Golbert D'Alviella, trans. by Birdwood.

Geo. Engelke, 855 N. Clark St., Chicago, Ill.
[Cash]

Darrows, Persian Pearl.
McCormick, Sent. & Biogr. Hist. of Columbus, Ohio.
Ohaspie Bible.
Britannica, Cambridge ed., thin paper, vols. 21, 29.
Salisbury, J. H., Relation of Alimentation and Disease, McFadden, vol. 3, Encycl. Physical Culture.
Baker's Thorough Bass.
Bain, Rethoric, 2 vol. ed.
Blight, S. M., Ability to Converse.
Blight, S. M., Desire for Quality.

Geo. Fabyan, Riverbank Laboratories, Geneva, Ill., or Walter M. Hill, 22 East Washington St., Chicago
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Henry George Fiedler, 18 Vesey St., New York City
Am. Breeders' Magazine, vols. 2 and 3, any part.

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Am. Chem. Soc. Journal, 1-22, any vol.
Am. Electrochem. Soc. Transactions, 1-4, 6, 19-28.
Am. Journal of Science, 4th ser. 1, 2, 4-8, 10, 20, 28, 31, 32.
Am. Soc. of Civil Engineers, Transact. 1, 2, 33, 34.
Botanical Gazette, 1-14, 22-24, 31, 34, 36, 38, 39, 40, 44, 45, any vol. or part.
Bryologist, 1-8.
Physical Review, 1st series, 1-15.
Barton, Veget. Materia Med., 1817-18.
Bendire, Life Hist. of N. A. Birds, 2 vols.
Biolog. Bulletin, Set or large run.
Brooks, Foundation of Zoology.
Brooks, Invertebrate Zoology.
Bent, Diving Birds.
Bigelow, Am. Med. Botany, 3 vols., 1817-20.
Botanical Abstracts, any vol.
Bailey, Biol. Survey of Texas.
Carpenter, Microscope, 1901.
Chemical Abstracts, vol. 1.
Conn. Protozoa of Conn.
Cope, Batrachia of N. Am.
Clements, Genera of Fungi.
Coulter, Botany of W. Texas.
Eastwood, Trees of Calif.
Gray & Sprague, Genera of the Plants of the U. S., 2 vols.
Howell, Flora of N. W. America.
Mashall, Arbustrum American, 1785.
Torrey, Flora of N. Y., Color pl., 2 vols. and vol. 2 sep.
McIlvaine, Am. Fungi, first ed.
Hard, Mushrooms, edible.

Nelson L. Finch, Johnstown, N. Y.

Catalogue of Library of Samuel C. Lawrence.
O'Callaghan's Documentary History of New York, 4 vols.
Swinton's Old Fourth and Fifth Readers, about 1890.
Book of Knowledge.
Masonic Books.

Marshall Field & Co., State St., Chicago, Ill.
Love Letters of an Englishwoman.
Go to Bed Stories, by Bell.

H. W. Fisher & Co., 207 So. 13th St., Philadelphia, Pa.
Life and Letters of Tchaikowsky, by Brother.
Satryicon, by Petronius, Boni.

Fowler Brothers, 747 South Broadway, Los Angeles, Cal.

Canadian Nights, Hickman.
Faith that Makes Faithful, Gannett.
Aratos, Frothingham.
Ezekiel and Other Poems, Macandrew, Nelson pub.

Franklin Bookshop, 920 Walnut St., Philadelphia, Pa.
Gates, Theoph., Books or Sermons, circa. 1810.
McCook, H., Old Farm Fairies, Phila., 1895.
Cordier, H., Biblio. Sinica, 5 vols., Paris, 1904.

Gammel's Book Store, Austin, Texas

Beale Law of Financial Success.
Grabau & Shimer, North American Index Fossils.
Whitman's Drum Taps, first ed.

Gardenside Bookshop, 280 Dartmouth St., Boston 17, Mass.

Lake, Resurrection of Jesus Christ.
Earlier Epistles of St. Paul.
Terhune, World's Great Events.
Nephele, A Musical Story.
Hageman's Silence.
Bastin, Flowerless Plants and How They Grow.
Claxton Insect Workers.
Early Connecticut Houses by Isham & Brown.
Robertson's Letters on Reasoning.
Wellstencraft, Mary, Biography by Taylor.
Henderson's Locomotive Operation.
Profiles, A Book of Poems.
Doggett Family, Genealogy of the.
Stuarts of Castle Stuart.
Nesle, History of Lewis.
The Great Pyramid, 1894.
Moulten, This, That, and the Other.
Osgood's Spelling Book.
Osgood's Fourth Reader.
Oliver Twist, Gadshill edition.
Melville (Herman), good set.

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The Collected Works of Ricardo, trans. J. R. McCulloch.

J. L. Gifford, 45 Academy St., Newark, N. J.
One set De Maupassant.
One complete set Tolstoi.

J. K. Gill Co., Third and Alder Sts., Portland, Ore.
The Great Divide.
The Bird Book, il. in color, Chester A. Reed, pub. Doubleday.
M. H. Kleath, Macbeth.
Brother of the Third Degree.
The Faithful Failure, Napier.

Ginsburg's Book Shop, 1829 Pitkin Ave., Brooklyn, N. Y.

Une Vie, Normandy ed., pub. Collier.
Arius the Lybian, paper.
Sunshine in the Soul.

Gittman's Book Shop, 1225 Main St., Columbia, S. C.
Thanet, By Inheritance.
Tauphoeus, Baroness, Quits.
Polycarp, Epistle to the Phillippians.

Goodspeed's Book Shop, 5a Park St., Boston, Mass.

Andrews, Portraiture Amer. Revol.
Apthorp, Music and Criticism.
Blavatsky, Occultism, Bost., 1895.
Boccacio, Decameron, tr. by Rigg, 2 v. illus.
Delaware, Newcastle Co. Calendar Wills (1911).
Dracut, Mass., Hist. of, by Coburn.
Elvin, Dict. Heraldry.
Galt, Life, Studies of, Benj. West.
Hamblin, S. F., Book Garden Plans.
Hart, C. H., Cat. Works Amer. Artists, Coll. H. L. Pratt, 1917.
Hilty, Happiness.
Hist. Middleton's Ports, Mary Washington, Bost., 1886.

Horder, W. G., The Other World.
Hotten, List Persons of Quality, 1874.
Houston, Nullification in S. Carolina.
Khayyam, Rubaiyat, by Bruce Rogers.
Lodge, H. C., Life, George Cabot.
Mag. Amer. Hist., vol. 19, Apr., 1888.
Mason, Art of Chess.
Palmerston, Life of, continued by Ashley.
Penn. Mag., vol. 37, 1913.
Poland, Wm. C., Robt. Feke, Newport Painter, Prov., 1907.
Price, S. W., Old Masters of Bluegrass, Louisville, 1902.
Ritschl, Justification of Reconciliation.
Sabatini, Sea Hawk.
Sharf, Western Maryland, vol. 1.
Stanard, Virginia Emigrants.
Thayer, T. B., Otis Ainsworth Skinner, 1861.
Timperley, Encycl. Lit. and Typog. Anecdote, Lond., 1842.

Todd, M. L., Cycle of Sunsets.
Wreck of the Glide.

Genealogies:

Cutter, 1891.
Kendrick, 1915.
Kin-man, 1876.
Robinson, by Hazard, 1879.

Gotham Book Mart, 128 W. 45th St., N. Y. City

Norris, Vandover the Brute.
Dreiser Twelve Men.
Tobenkin, Witte Arrives.
Tobenkin, House of Conrad.

Grunt's Book Shop, Inc., 127 Genesee St., Utica, N. Y.

Ford, James L., The Literary Shop, Dutton.
The World Book, Liberty binding.
Markham, The Incas of Peru.

Alexander Greene, 816 Cass St., Chicago, Ill.

Whitman, Leaves of Grass, 1st ed.
Whitman, Passage to India.
Whitman, Memoranda of the War.

Grimwood's, 24 No. Tejon St., Colorado Springs, Colo.

Emily Dickenson's Letters, pub. by Little, Brown & Co.

Priscilla Guthrie's Book Shop, 516 Wm. Penn Place, Pittsburgh, Pa.

London Lavender, by E. V. Lucas.
Over Bemerton's, by E. V. Lucas.
Some Emotions and a Moral.
English Language, by L. P. Smith, pub. by Holt.
Window in the Fence, by Brunkhurst, pub. by Doran.
Songs of Nature, Burroughs.

M. Hamilton, 1328 Walnut St., Edgewood, Pittsburgh, Pa.

Habelard and Heloise, Aerial booklet edition, pub. by G. P. Putnam's Sons.

Henry T. Harper, 35 So. 18th St., Philadelphia, Pa.
First ed. Morley, Parnassus, Shandygaff, Eighth Sin, Bowling Green Anth.

Life and Letters of Ninon de L'enclos.
Abalard and Heloise, small vol. ed.
Dark Flower, Main Sail Haul, both John Galesworth, 1st ed., English and Amer.
Thoreau, Cape Cod, ill. in color, 1st ed.
Green Mansions, Hudson, 1st ed.
Ships and Sailors of Old Salem, R. T. Paine, 2d ed., illus.

European Mag., London, year 1784.
Anne Gilchrist and Walt Whitman, Gould.
Bucke, Life Whitman.
Perkins, Ye Ancient Town of Norwich, Conn.

Lathrop C. Harper, 437 Fifth Ave., New York City
Hale, Horatio, Ethnology and Philology, Phila., 1846 (vol. VI, Wilkes U. S. Exploring Expedition).

Harvard Coöperative Society, Harvard Square, Cambridge, Mass.

Damn, Book of Calumny.
Ausley, Brass Bottle.

Hidden Book Shop, 9 New St., New York City

Ade, People You Know.
Mencken, Buffoonery.

E. Higgins Co., 138 Monroe Ave., Grand Rapids, Mich.

Benedict, Practical Psychology.
Lawrence, The Rainbow.
Hill, MacAllister's Grove, 3 copies.

Walter M. Hill, 22 E. Washington St., Chicago, Ill.

Ford, A Few Remarks.
Smollett, Peregrin Pickle.
Johnston, Mary, first editions of.
Skeat's Chaucer.
James, What Masie Knew.
Shelley, Works, Florence Press edition.
The Technique of Painting, by Moreau-Vautier, trans.

Letters of William James.
Dick Ouslaw Among the Redskins.
Benjamin, Practice of Architecture, Boston, 1833.
Benjamin, The Practical House Carpenter, 1832.
Benjamin, The Rudiments of Architecture, Boston, 1814.

Benjamin, The American Builder's Companion, Boston, 1808.
Benjamin, The Country Builder's Assistant.
Maeterlinck, Our Eternity, After Death.
Van Dyke, first editions of.
Macauley, My Lady of the Decoration, 1st ed.

Hochschild, Kohn & Co., Inc., Howard and Lexington Sts., Baltimore, Md.

The Motion Picture News, issue of May 13.
Pin Elves.
One Wonderful Night, Louis Tracy.
Red Saunders, Henry Wallace Phillips.
Red Saunders' Pets, Henry Wallace Phillips.
Plain Mary Smith, Henry Wallace Phillips.
Beef, Iron and Wine, by J. Lait.

W. B. Hodby's Olde Boeke Shoppe, 214 Stanwix St., Pittsburgh, Pa.

Schenck and Dean, Physical Chemistry of Metals.
Johnson, Statics by Algebra and Graphical Methods.

Holmes Book Co., 152 Kearny St., San Francisco, Cal.

The Wreck of the Glide, Boston, 1848.
DeVinne, Invention of Printing.
Du Mofras, Oregon and California, vol. 1.
Horn's Overland Guide to California.
Hayden's Virginia Genealogies.

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Holgate's American Genealogies.
Maetzner's Grammar, 3 vols.
Shuck, California Scrap Book.
Galaxy Magazine for February, 1868.
Town and County Histories of California.

John Howell, 328 Post St., San Francisco, Cal.

Comstock Club, by Goodwin.
Surtees' Sporting Books set or odd volumes.
Robinson's Life of California.
Story of the Mine, by Shinn.
Rutherford's Corinthians and Thessalonians.
Young's Bible Translation.
Russell, Emphatic Diaglotte.
Australia and Its Gold Fields, by E. H. Hargraves, London, 1855.
The Greatest of Literary Problems, by John P. Baxter, 1915.
Punch's Music Hall Guide, by F. Ansty.
Studio Extra, Type and Printing.
The Romance of Yachting, by Hart.
Susan Lennox, by D. G. Phillips.
Literary Industries in a New Light, by Oakes.
Bibliography of Roosevelt.
The Turner Gallery.
White, Natural History of Selbourne, John Lane.
The Stags-Horn Book, by J. McClure (Borzoi Books).

George P. Humphrey, Rochester, N. Y.

The Story Without an End.
Imprisoned Splendor, by Angela Morgan.
Nancy Stair.
Life's Shop Windows.

The H. R. Huntting Co., Myrick Bldg., Springfield, Mass.

Montraville Flowers, Japanese Conquest of American Opinion.
St. Nicholas Magazine, vols. 30-40 (1910-1920).

George W. Jacobs & Co., 1628 Chestnut St., Philadelphia, Pa.

Set of Morgan Robertson.
The Lapse of Enoch Wentworth, by Curtis.

James Book Store, 127 W. 7th St., Cincinnati, Ohio

Gilmore, Rear Guard of Revolution.

Johnson's Bookstore, 391 Main St., Springfield, Mass.

Gilbert, Bab Ballads.
Mencken and Nathan, Pistols for Two.
Thompson, Persuasive Peggy.

Edw. P. Judd Co., New Haven, Conn.

The Bees, M. E. Thonger, Putnam.

P. J. Kenedy & Sons, 44 Barclay St., N. Y. City

Cram, Ruined Abbeys of Great Britain.

Korner & Wood Co., 737 Euclid Ave., Cleveland, O.

Bartimers, Naval Occasion and Some Traits of the Sailorman, Houghton Mifflin.

Lamar & Barton, 1308 Commerce St., Dallas, Texas

Vol. 1 Antinice Fathers, good condition.

Lamar & Barton, 810 Broadway, Nashville, Tenn.

The Troll Garden, by Willa S. Cather.
Organization of the M. E. Church, South, by A. H. Redford.
Fleetwood's Life of Christ, old, unrevised edition.

Charles E. Lauriat Co., 385 Washington St., Boston, Mass.

War Impressions, Mortimer Menpes.
What Never Dies, trans. by Oscar Wilde.
Sheridan's Ride, Buchanan, illus. ed.
Capture and Occupation of Richmond, Bruce.
Tarbell's History of Standard Oil.
In Cap and Bells, Owen Seamen.
Horace at Cambridge, Owen Seamen.
Old Order Changes, David Lyall.
Dora Thorne, Braeme.
Time O'ay, Jones.
Son of the Sun, London.
The Sky Man, Webster.
Precious Stones and Gems, Streeter.

Charles E. Lauriat Co.—Continued

St. Abigail of the Pines, 2 copies.
In the Heart of Cape Ann, C. E. Mann.
Ella Wheeler Wilcox's Poems.
Football Without a Coach, Camp.
Woodwork, P. A. Wells.
Wonders of Transport, Hall.
Master of the World, Verne.
Latin Classics, vol. 10, Vincent Parke & Co.
Government Positions, How to Get a Government Job, T. S. Rorke.
Fernsby, C. E. Waters.

Lemcke & Buechner, 32 E. 20th St., New York City

World Almanac, 1922 ed.

Lester Book & Stationery Co., 70 No. Broad St., Atlanta, Ga.

Called Back, by Hugh Conway.

C. F. Libbie & Co., 3 Hamilton Pl., Boston, Mass.

Thos. Holley Chivers (Ga. poet), quote any.
Shute, Beany, and sequel.
Nicholas Gordon Murder Trial.

C. F. Liebeck, 849 East 63rd St., Chicago, Ill.

Sabin's Dictionary, Americana, any parts.

W. Lieberman, 1150 Market St., San Francisco, Cal.

Don Quixote, illust. Daniel Vierge.

N. Liebschutz, 226 W. Jefferson St., Louisville, Ky.

V. C. Myers and M. S. Fine, Essentials of Pathological Chemistry.
Wilcox, Materia Medica.
U. S. P., National Formulary.
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Luff and Candy, Chemistry.
Stevens, Arithmetic.
Beal, Equation Writing.
Quantities wanted.

Little, Brown & Co., 34 Beacon St., Boston, Mass.

Book of Sea Trout, Stuart, Martin Secker pub.
Raleigh, Devereaux, Lippincott.
Webster's Works, Natl. ed., 18 vols., L., B. & Co.

B. Login & Son, 29 E. 21st St., New York City

Oxford Dictionary.
March, F. A., Thesaurus of the English Language.
Thacher, American Medical Biography.
Journal of Agricultural Research, 1-20.
Soviet Russia, vols. 1-4.
Phytopathology, 1-10.
Soil Science, 1-6.

Lord & Taylor Book Shop, Fifth Ave., 38th St., New York City

Sea Garden, by H. D.

Lowman & Hanford Co., Seattle, Wash.

Thousand Miles of Miracles in China, Glover.
James Buchanan Works, 12 vols., Lippincott.
Sketches by a Confederate Soldier in the Confederate Army, Ford.

Macaulay Bros., 1268 Library Ave., Detroit, Mich.

An introduction to City Planning, by B. C. Marsh.

McDevitt-Wilson's, Inc., 55 Vesey St., N. Y. City

Miller, Yoke.
Harding, Lark Went Singing.
The Works of Abraham Lincoln, Speeches, Letters and State Papers, 8 vols., G. P. Putnam's Sons.
Blackmore, Riddles of Hamlet.
Ballades and Rondeaux, G. White.
Monte Cristo in Kriki, R. H. Savage.
Conscience of a King, R. H. Savage.
Bain, Scandinavia (Cambridge historical series).
Cole, Good Samaritan and other Bible stories dramatized.
Jevons, Evolution of Religion.
Sidgwick, Elementary Logic.
Davison, From Mendelsohn to Wagner.
Montague-Nathan, M. Glinka.
Montague-Nathan, M. Rimsky-Korsakop.

Joseph McDonough Co., 174 State St., Albany, N. Y.

Zola's Assommoir.
Nana.

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Elegies of Propertius, Bohn, 1854.
Mitchell's Doctor and Patient.
Wear and Tear.
R. H. Macy & Co., Herald Square, New York City
American Ideas as Expounded by American Statesmen, by J. B. Gilder.
Methodist Episcopal Book Room, 1705 Arch St., Philadelphia, Pa.
Enthusiasm of God, D. T. Young.
Messages for Home and Life, D. T. Young.
The Quest of Life, C. R. Brown.
Edwin V. Mitchell, 27 Lewis St., Hartford, Conn.
The Downfall, Zola.
Chevalier of Pensiere Vani, 4th ed., by Henry B. Fuller, 1892.
Precision Time Movement, Higginbotham.
Ships and Sailors of Old Salem, Paine.
Life Indeed, by J. F. Genung.
History of Alphabets, Taylor.
S. Spencer Moore Co., Charleston, W. Va.
3 vol. set Geology, by Chamberlain and Salisbury, pub. by Henry Holt & Co.
Paul Morphy Book Shop, Inc., 419 Royal St., New Orleans, La.
Strange True Stories of Louisiana, by Geo. W. Cable.
Noah Farnham Morrison, 314 W. Jersey St., Elizabeth, N. J.
Peter Jameson, by Gilbert Franklin.
Clover and Blue Grass, by the author of Aunt Jane of Kentucky.
Smithsonian Institute Report for 1875.
Newark's Old Book Store, 552 Broad St., Newark, N. J.
Genealogies:
Randall, 1879.
Frost, 1854.
Ingraham, 1859.
Williams.
Fisher, 1898.
Walkers, 1861.
Newbegin's, San Francisco, Cal.
Andrew Lang, Angling Sketches, Longmans.
Haines' Interlinear Interest Tables.
Japanese Conquest of American Opinion, Flowers.
New York State Library, Albany, N. Y.
Bonney, T. G., The Mediterranean.
Dykes, W. R., Irises (garden flowers in color).
Lynch, R. I., Book of the Iris.
Norman, Remington Co., Charles St., Baltimore, Md.
Doyle, Body and Spirit.
Schenck, Amer. Silva Culture.
White, Chain Store Selling Manag.
Marinoni, Italian Reader.
Lockwood, Specimens of Letter Writing.
Carey, Novels of Henry James.
Nusbaum's, 223 Granby St., Norfolk, Va.
Jurgen, English edition.
The Old Corner Book Store, Inc., 27 Bromfield St., Boston 5, Mass.
Gift of Abou Hassan, by Eliot, Little, Brown.
Waters, Ferns.
Slosson, How Ferns Grow.
James W. Orr, Atchison, Kansas
Century Magazine, Nov., 1881 to April, 1882.
I. & M. Ottenheimer, 800 E. Fayette St., Baltimore, Md.
Red Wagon Stories, by Wells Hawks, cloth or paper, several copies.
Pearlman's Book Shop, 933 G St. N. W., Washington, D. C.
Warden, Life of Salmon P. Chase.
Mackie, Mademoiselle, original ed. De Berny.
Mackie, Flight of Rosy Dawn.

Pearlman's Book Shop—Continued

Mackie, A Georgian Actress.
Mackie, Voice in Desert.
Hopkins, Herbert M., Poems, privately printed.
Twain, Tramp Abroad, vol. I., Hillcrest.
Endocrinology, 1917, 1919, 1, 2, 3.
Bowen's Handbook of Checkers.
Martin, Industrial Manufacturing Chemistry.
Gray's Anatomy, Howden edition.
Thomas Perkins, P. O. Box 3055, Boston, Mass.
Steele, Elements and Practice of Rigging.
Lever, Young Officers Sheet Anchor.
Any books showing rig, sails, design, plans, etc., of old sailing ships.
Pettis Dry Goods Co., Indianapolis, Ind.
Set complete (12 vols.) Emanuel Swedenborg Library, Barrett edition, pub. by Mass. New Church Union, 16 Arlington St., Boston.
Teolin Pillot Co., Houston, Texas
Burton's Anatomy of Melancholy.
Scott's Tales of a Grandfather, complete.
Tacqueville, Democracy in America.
Youngs, M. J., Botany of Texas (about 1870).
Young, E., Night Thoughts.
Charles T. Powner Co., 62 W. Madison St., Chicago, Ill.
Buck, Mystic Masonry.
Transcendental Magic.
Mason, Life and Letters of Thomas Gray.
Charles T. Powner Co., 177 W. Madison St., Chicago, Ill.
Bible in India.
Charles T. Powner Co., 26 E. Van Buren St., Chicago, Ill.
Cartwright, Fifty Years a Presiding Elder.
Westermarch, History of Human Marriage.
Gracian, Act of Worldly Wisdom.
Presbyterian Board of Publication and Sabbath-School Work, Philadelphia, Pa.
Four Centuries of Silence, by Redford, pub. by the Methodist Book Concern.
The Culdee Church.
Preston & Rounds Co., 98 Westminster St., Providence, R. I.
Long, School of Words.
Koorali (Australian story about 35 years ago), second hand.
Rare Book Co., 99 Nassau St., New York City
Arkansas Session Laws, 1818-20, incomplete copy.
Science and Health, by Mrs. Eddy, from the 1st to 50th editions.
Christian Science Series, two volumes.
Christian Science Journals and Sentinels.
Early Pamphlets by Mrs. Eddy.
Peter Reilly, 133 N. 13th St., Philadelphia, Pa.
Freeman & Chandler's World's Commercial Products.
Paul R. Reynolds, 70 Fifth Ave., New York City
The Power and the Glory, by Grace MacGowan Cooke.
A. M. Robertson, 222 Stockton St., San Francisco, Cal.
Pattie's Personal Narrative, edited by Thwaites.
Zenas Leonard's Narrative, edited by Wagner.
Encyclopedia, Nelson, loose leaf.
Encyclopaedia Britannica, 11th ed.
E. R. Robinson, 410 River St., Troy, N. Y.
Apocryphal New Testament.
Abbey, J., Marvellous Prayer.
Aquarian Gospel.
Abram Sage.
Bacon's Booklet on Jig and Clog Dancing.
Bogan, J., Jig and Clog Dancing.
Bender, Village Laws.
Chicago Record Cook Book.
Cox, S. S., Why We Laugh.
Dewey, Decimal System of Classification.
Douglas, G., House With Green Shutters.
Duplais, M. M., Principles of Distillation.
Eighth and Ninth Books of Moses.
Finck, Primitive Love and Love Tales.
Fragments of Forgotten History.

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E. R. Robinson—Continued

Hazelton, J. W., The Declaration of Independence, Its History.
 Hotten, History of Sign Boards.
 Isham and Brown, Early Connecticut Houses.
 Le Compte, Probabilities.
 May Irwin's Cook Book.
 Message from President on California, 1850.
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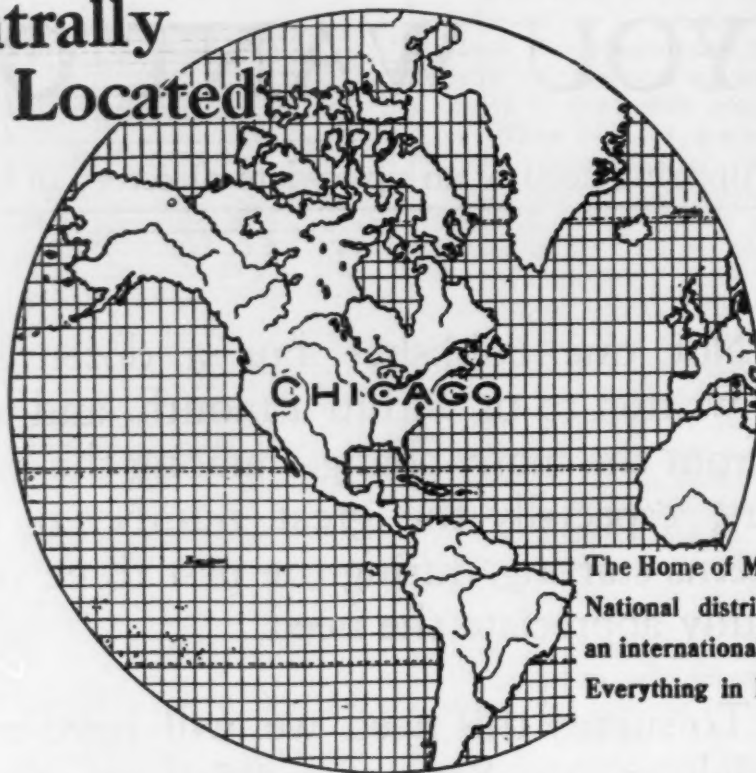
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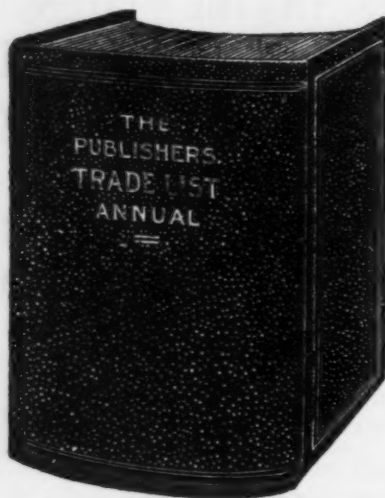
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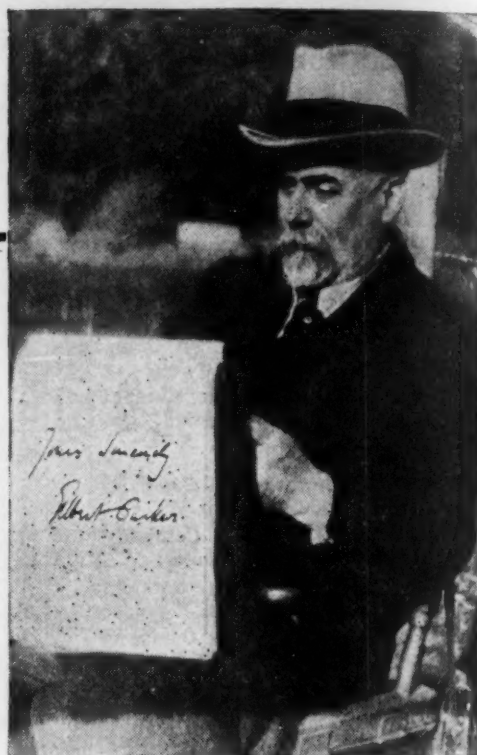
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